

GRAIN & FEED JOURNALS

CONSOLIDATED

A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter

In This Number

Unions Can't Run State Inspection Departments

Losing Control of Corn

Readjustment of Winnipeg Futures Prices

Restrictions on CCC Selling

Bulk Storage Needed in Pacific Northwest

Ohio Farmers Grain Dealers Meet

Effect of War on Grain Prices

Roadside Signs of Grain Dealers

Japan's Imports Cut by Economic Blockade

Changes in CCC Contract

Unlawful Practice of Wage-Hour Administrator

Canadian Wheat Price Upped

No Money for Parity Payments

Indiana Farmers Grain Dealers Hear of War Market

Meeting of Pacific N-W Feed Dealers

Effect of War on the Feed Business



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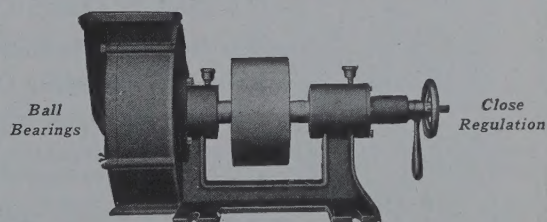
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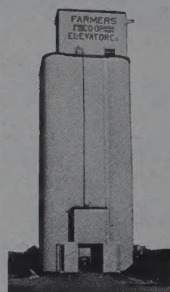
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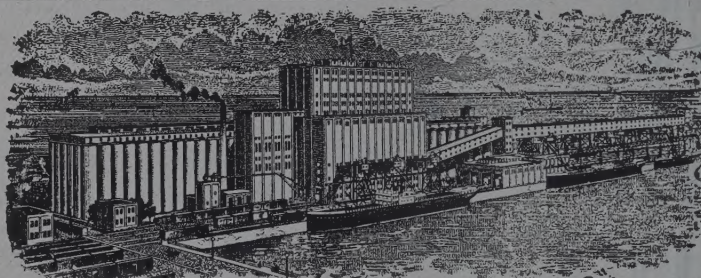
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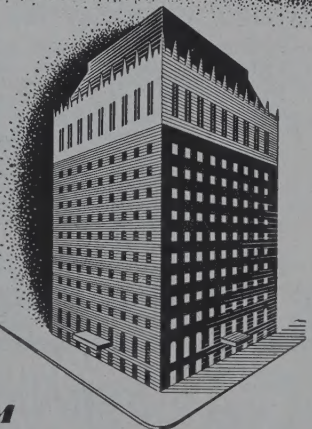
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Grain & Feed Journals

Consolidated

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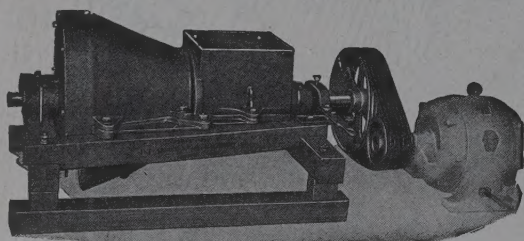
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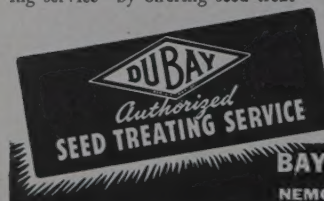
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Grain & Feed Journals

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327 S. La Salle St., Chicago, Ill., U.S.A.
Charles S. Clark, Manager

A merger of
GRAIN DEALERS JOURNAL
Established 1893

AMERICAN ELEVATOR &
GRAIN TRADE
Established 1882

THE GRAIN WORLD
Established 1923

PRICE CURRENT - GRAIN REPORTER
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., March 11, 1942

MANY ELEVATOR helpers are being called to the colors so that elevator workers of experience will be scarce and hard to get when the new crop starts to market.

SEPARATION of tramp iron from grain, hitherto desirable to prevent damage to grinding equipment and fires starting from sparks, now is doubly desirable in adding to the amount of scrap iron badly needed by the steel mills.

TIRE RESTRICTIONS and limitations are encouraging grain elevator men and feed distributors to limit their trucking service in each direction to one day a week, thereby helping their country customers to a better service as needed.

EXPLOSIONS OF grain dust would not damage or destroy so many elevators if every operator would exercise greater vigilance in collecting and discarding all dust and striving to prevent dust being suspended in air and exposed to a spark or a flame.

THE SECRETARY of the Ohio Farmers Grain Dealers Ass'n is a candidate for a seat in the General Assembly. Evidently he is determined to help the business men of his district to gain relief from a lot of impractical legislative restrictions.

THE CONDITION of all corn now coming out of storage is surprising many buyers, but causing all to inspect each lot tendered at the elevator for insects, damp or heating grain. It is decidedly hazardous to take into storage old grain infested with bugs or excessive moisture.

AN ELEVATOR helper at Marlow, Okla., slipped on a rod recently while reaching for a switch to turn off the power, and a moving belt carried away part of his right arm. Vigilant caution is the only thing which can be trusted to prevent accidents about moving machinery.

THE request by the Department of Agriculture that farmers who grow oats and barley, substitute soybeans and flaxseed wherever possible would receive more favorable response if the ceiling was taken off the price of soybean oil, thus promising farmers who co-operate a handsome reward.

GETTING a ton of hay to snow bound milk cows was a problem recently confronting a Colorado postmaster, but it was finally solved by bagging the ton of hay in small packages and sending it by parcel post, so the community's supply at Silverton kept the cows chewing until the freight trains got through.

ROUTING of freight by shippers is a privilege to which they have a legal right, and oftener than not, it results in an economy and not a waste of transportation. Revocation of this right and the substitution of government compulsion would simply concentrate more power in an incompetent bureaucracy.

FARM BLOC senators can be expected to seize upon the generous increase of 20 cents per bushel in the price paid by the Canadian government for wheat as an argument in favor of forbidding sales of government controlled crops below parity, which is the burning question before Congress this week.

IF ELEVATOR operators would supply their farm patrons with pocket memorandum books or sales tickets it would be an easy matter to give customers a complete statement regarding each sale or purchase, then would not be put to the unpleasant labor of devoting all of their time to digging up a record of last year's transactions of customers each year it becomes necessary for them to make out an income tax statement. Many elevator men have given most of their time recently to supplying information regarding last year's sales and purchases to their customers.

AN ENTERPRISING elevator manager at Cooperdale, Ohio, is accepting old iron, paper well packed in bags, and rubber for promoting national defense. He weighs and sells the salvaged matter in truck lots and pays the collectors in defense stamps and bonds. Every farmer should pick up, at least, one truck load and help promote national defense.

FARM LABOR is being drafted in such large numbers grain growers will profit more than ever by increased care in the selection of heavy clean, plump seed, so it will be easier than usual to induce farmers to plant only heavy, clean seed of high germination. Increase the yield per acre and reduce the amount of labor needed to harvest better crops.

ELEVATOR OPERATORS would experience fewer accidents if they would strive to keep their switch track well ballasted in the hope of reducing the number of loaded cars jumping the track. A jumping car recently did considerable damage to an Indiana elevator, but worse than this it plowed up enough of the track to prevent its use in reloading other cars.

WITH corn planting time approaching growers should be made aware of the handsome premiums paid for the white variety, at Chicago recently 15 cents per bushel over the yellow variety. Reputable seedsmen and the state experiment stations in the corn belt are in position to give sound advice on such varieties of white corn as are available. Indiana and Illinois have recently made public the results of their 1941 corn performance tests.

IOWA GRAIN dealers are making an earnest effort to induce their farm patrons to increase the volume and value of their oat crop by having it thoroughly cleaned and carefully tested for germination. The head agronomist of the Iowa State College after carefully investigating the grading of the oats crop of '32, '33 and '35 learned that 90% of the oats shipped to Hawkeye markets was branded 3 or lower. The chief cause of the low grading was the mixture of the oats with other grains and its light weight.

THE PRESSING NEED for a larger crop of choice corn so that the U. S. A. can not only provide corn for commercial alcohol and ample feed and thereby increase the supply of meats to our allies calls for not only a greatly increased acreage of corn for the year 1942, but it also calls for the more extensive use of fertilizers and a more careful selection of hybrid seed corn of desirable variety. The more persistent grain merchants are in assisting and urging their farm patrons to produce more and more food-stuffs the more helpful will they be in assisting the allies to attain victory so much desired by all loyal citizens of the U. S. A.

REDUCING the limit on soil conservation payments from \$10,000 to \$1,000 for any one person, as written into the bill by the House Mar. 9, would imply that it is unfair to pay anyone \$9,000 for conserving his own soil. If the House went a little farther and threw it all out no regrets would be expressed by the taxpayers who foot the bill or the consumers of sugar and other crops, the acreage of which is held down because they are alleged to be soil depleting.

THREE MEN loading out bagged supplies from a feed warehouse were nearly suffocated through the falling of a pile of feed recently. In fact, one man died before they could get him to a hospital. If heavy feeds and seeds must be piled so high as to endanger the lives of workers they should be stacked securely or else anchored in place. So many accidents have occurred recently as a result of bagged grain and seed being carelessly piled, workmen must be given rigid instructions in the cause of safety.

THE Farm Security Administration seems to be involved in a plan to establish in each county a purchasing and marketing association to supply feeds to farmers in the state of Iowa. A member of the faculty of Iowa State College is said to be promoting the movement. Just what education has to do with merchandising, is difficult to conceive. This incident may throw some light on how the Farm Security Administration contrives to expend \$7,000,000 or \$8,000,000 annually just for traveling expenses of its personnel.

FARMERS GUILTY of holding more soybean seed of superior quality than they themselves can use, to exact a higher price from their neighbors, may be moved to reconsider their action since the Department of Agriculture has advanced the date for acceptance of approved seed from May 31 to Apr. 10 at its offer of \$2 per bushel. Dealers knowing farmers holding a surplus of good seed will benefit them by urging the sale of seed now, while the demand is good. Otherwise beans of high germination may have to be sold later and for less money to crushers.

FORTUNATELY FOR would-be shippers of grain, feed and seeds, all box car users are striving to avoid delay of rolling-stock at the time of loading and unloading and one large shipper took the pains to compare recent loadings with a similar three month period one year ago and found that he had shipped approximately the same amount of grain in 45 fewer cars this year. Of course, some shippers have been greatly inconvenienced by the new loading requirements, but they are much better off than if they had been unable to get any cars because all cars were loaded to full visible capacity.

MICHIGAN BOYS smoking cigarettes in a warehouse came near to putting the entire plant out of business recently. A grain storehouse is not safely suited to be used as a smoking lounge or a rest room for boys in the teens. If you must tolerate smokers provide a loafing lounge at least 100 feet from your grain storehouse.

EVERY GRAIN buyer is directly interested in having his firm's patrons supplied with clean, plump seed of high germination. He knows as well as any of his farm customers that careful cleaning and treating of the best seed obtainable will invariably result in a larger crop of better quality. Every dealer in field seeds knows very well that the removal of weed seeds and other foreign matter from any grower's stock of seeds will result in having a larger crop of superior seeds. Many elevator men have recovered more than the cost of the best cleaner obtainable by rendering good service the first year and offering to clean one-half of the seed needed by a farmer for nothing, if he would plant and test one-half of the seed for any field free of charge, if the other half of the field would be planted with seed of indifferent quality, so as to convince the farmer of the folly of planting light weight, dirty seed of low germination.

Losing Control Over Corn

The government has more than made good on its promise of last spring that the price of hogs would be kept up to the level of \$9 per hundred pounds by purchases of pork products.

Under heavy lend-lease buying of hog product for shipment to Britain hogs have advanced to \$13.75 for the best quality at Chicago yards. Lend-lease buyers remained out of the market for several weeks, hoping for lower prices, but this week gave in and bought at the market.

To the existing ceiling on lard the placing of a ceiling on other hog product was reported imminent Mar. 9. At the present price of hogs corn is worth \$1.20 per bushel when fed.

All this points to a loss of control of the corn crop. Farmers can be expected to take their corn out from under the loan, to be fed, leaving the C.C.C. without the means of manipulating the market.

As soon as the A.A.A. steps out of the corn trade the Office of Price Administration can be expected to step in, with ceilings, if not on the grain, then on the product. Such indirect regulation of the price of the grain may not be so effective as has been the ceiling on soybean oil, since corn is in demand for many other uses than feeding, and we have no ceilings on starch, corn goods, corn sugar, or the numerous other products of corn.

Unions Can't Run State Inspection Departments

Encouraged by the National Labor Relations Board labor unions have been running wild, and in many localities are substituting themselves for the constitutionally authorized government bodies.

An example of attempted high-handed dictation by a labor organization is presented by the demand of the International Longshoremen's Union that the governor of the state of Missouri reinstate an employee of the state grain inspection department at St. Louis, who had been discharged for inefficiency.

Turner B. Morton, state grain warehouse commissioner, discharged the inefficient worker, whereupon the union business agent telegraphed a strike notice, threatening that 23 employees at St. Louis would stop work if the man was not reinstated.

Gov. Donnell telegraphed the business agent that inefficiency was the cause of discharge, "He will not be reinstated."

In ringing words the Governor said:

"It is inconceivable to me that any person or organization can be permitted to dictate to the government of the State of Missouri who shall or shall not be employed by such government.

"If such a doctrine were recognized, it would be possible for such person or organization to stop the operation of the entire state government. * * * The government of the State of Missouri is not and will not be subject to such dictation or domination."

Public interest demands that grain shippers and farmers get dependable weights and grades in return for the fees paid for inspection and weighing. The employee of the state grading or weighing is in a position of trust and must be efficient to protect the shipper in the country who can not visit the terminal to check on the work of the state employee.

Not for a moment can any suspicion of the accuracy of state weights be entertained; and the grain trade will heartily indorse the efforts of the Missouri Administration to weed out incompetents.

STORING CORN in large volume uncovered often results in disastrous deterioration. Snow, rain and grain loving insects are tempted by open storage bins to help themselves.

THE ICC ORDER requiring grain shippers to accept all box cars offered by carrier and load to capacity is confronting operators of country elevators having small bins with a new irritation, so no cars can be ordered until at least a full load for the largest box car is on hand, unless shipper is willing to pay freight on the full capacity of the car. In the meantime it will be well to cultivate the local station agent, he might be willing to notify the would-be shipper when he had an empty small capacity car at his command.

Washington News

Protests against price ceiling regulations may be filed within 60 days after issuance of such regulations. To hear such complaints, Chief Justice Harlan F. Stone has designated an Emergency Court of Appeals.

Farmers who underseed their spring wheat acreage in 1942 in order to grow increased acreages of war crops will not thereby alter their base upon which wheat acreage allotments will be established in the future.

The U.S.D.A. has announced that parity payments will be made to growers of 1941 wheat, corn, cotton and tobacco to make up the difference between prices received by the farmers for their 1941 crops, and parity for those crops.

The Senate has confirmed the President's appointment of Leon Henderson as administrator under the Emergency Price Control Act of 1942. Mr. Henderson has been serving as director of the O.P.A. under an executive order. The new law fixes his salary at \$12,000 a year.

Molasses Conservation Order M-54 allows sales of molasses to farmers or feeders for ensilage or direct feeding on a 100% quota, based on the base year. Feed grinding and mixing plants, large or small, and whether or not located on a farm, are restricted as Class 2 purchasers.

Secretary of Agriculture Claude R. Wickard stated that one of the objectives is to avoid the necessity of erecting new storage facilities for wheat this year. The materials and labor necessary for additions to wheat storage facilities, he declared, are more urgently needed for war production.

The House appropriations com'te, reporting out the U.S.D.A. appropriations measure, expressed doubt as to the soundness of the crop insurance program, saying Congress should "give consideration to its abolition" unless it can make a better showing soon. Attention was directed to three consecutive years of losses.

The Thomas amendment to the agricultural appropriations bill is reported by authorities to be supported by the farm bloc. It would require the government to make all purchases of farm commodities and all products processed from farm commodities on the open market, and would apply to lend-lease food buying.

Commodity Credit Corp. has issued an order to allow farmers to redeem 2-year loans on 1938-39 corn at 61c from Feb. 23 to Apr. 30. The loans total \$130,000,000 and would mature ordinarily on Aug. 1. Computations indicate farmers would gain 2½c per bu. by redemption; no refund of unearned storage would be required.

President Roosevelt has ordered several consolidations of divisions within the U.S. D.A. to use agricultural resources and industry better in the war effort. The order merges the Surplus Marketing Administration, Federal Surplus Commodities Corp., Agricultural Marketing Service (except the division of agricultural statistics), and the Commodity Exchange Administration in a new agency termed the Agricultural Marketing Administration.

Brig. Gen. Lewis B. Hershey, director of Selective Service, covered the question of individual, group, or class deferment from military service of selectees in a recent press conference at which he said: Only allowable exemptions are those specifically stated in the Act. Deferment because of occupation can be granted to an individual only by his local board, and such deferment is provisional, subject to withdrawal, and given only to serve the National interest.

The Farm Security Administration has been accused by the House appropriations com'te of what "appears to resemble the practice of collective farming in Communist Russia." It added that F.S.A.'s collective farming experiments were "wholly contrary to the spirit and genius of the American way of life," and prohibited spending any money for such projects, except for liquidating those already existing.

No Money for Parity Payments

The U.S.D.A. appropriations bill deviates from its customary course this year by including no money for direct parity payments to farmers, altho it contains \$450,000,000 for soil conservation payments. Substantial reductions from previous appropriations include \$3,199,905 for soil conservation service; \$125,150,000 for disposal of surplus commodities; \$26,000,000 for food stamps; \$90,000,000 in loan authorization of the rural electrification administration, and \$49,388,671 for conservation and use of agricultural land resources.

Restriction on C.C.C. Selling

The Senate has passed and sent to the House, legislation to prevent the C.C.C. from selling its grain surpluses at less than parity prices. The House, attacking Presidential objections to this measure as another step toward inflation, found another angle. The House appropriations com'te inserted a provision in the \$695,065,859 department of agriculture supply bill to deny to this department the right to use C.C.C. appropriations for administrative expenses connected with sale of government stocks of grain "at less than parity." The House farm bloc later offered a compromise to allow sales of C.C.C. wheat and corn for feed purposes only.

Price Increases Due to Parity

U.S.D.A. estimates of the effect of Senate farm bloc demands on retail prices of farm products, should these demands be met, were (basis Jan. 15): Pork products, 3.4c per lb.; beef, 1c per lb.; eggs, 4c per doz.; dressed poultry, 2.2c per lb.; milk in dairy products, 20c per cwt.; wheat in a pound of flour, 0.3c; wheat in a pound of bread, 0.2c.

The department has told the President that 100 per cent parity prices for feeds would require a 17 per cent increase in prices for hogs, 5 per cent in prices for beef cattle, and 10 per cent in dairy prices, if present food production goals are to be achieved.

"A comparatively small increase in the price of corn may result in rather significant price increases for milk, meat, and poultry products," the department said. The farm bloc is demanding no sales be made of government owned stocks of wheat and corn below parity.

Unlawful Practice of Wage-Hour Administrator

The Supreme Court of the United States on Mar. 2 outlawed the practice of the federal wage-hour administrator in delegating to subordinates authority to require companies to produce records for inspection.

The intention of the Congress, the court said, was that such orders should be issued by the administrator personally, disregarding the contention of the Department of Justice that this would impose an unbearable burden on the administrator. The Administration is suing 6,000 subpoenas a year.

The decision was rendered in the suit against the Lowell Sun, Lowell, Mass., and the Cudahy Packing Co., of Louisiana.

Changes in C.C.C. Contract

The Commodity Credit Corporation has submitted a draft of the new Form H contract for consideration; and if not objected to will present it to the Sec'y of Agriculture.

The principal change is that instead of ¼ cent there will be allowed ⅓ cent on corn for turning, conditioning, insurance and all other charges, for the first two months. This increases the revenue.

Assignment of Contract for Purchase of Grain Bin

The Supreme Court of Iowa on Nov. 12, 1941, reversed the decision of the Municipal Court of Des Moines in the suit by Dultmeier Mfg. Co. v. Kulow, et al., for the purchase price of a Red Top metal grain bin.

Victor Kulow bought the bin of the Thompson Implement Co., which assigned the contract to the Dultmeier Mfg. Co. which made delivery.

When the manufacturer brought suit to collect Kulow alleged plaintiff had failed to state that defendant had in any manner been given notice of the assignment, and that "without notice to him said alleged assignment is in no manner binding on the defendant." The municipal court held this defense good and decided in favor of Kulow, plaintiff being assessed the costs.

The Supreme Court, however, held that the trial court erred in holding that an allegation of notice of the assignment was necessary to be made upon the debtor, to state a cause of action. Code Section 9451, 1939 Code, provides that the assignee shall have a right of action on non-negotiable instruments by which the maker promises to pay another a sum of money.—300 N. W. Rep. 513.

Prosecution for Theft from Elevator

The award of \$1,525 damages to Halligan, an employee of the Lone Tree Farmers Exchange, by the district court of Johnson County, has been reversed by the Supreme Court of Iowa on account of an error made in permitting one Morrison, a farmer, to testify that the reputation of Frank Hoskins, the manager, was "bad with me." He had taken clover seed to the elevator to be cleaned, and said he did not receive back as much seed as he felt entitled to. The character of a witness must be confined to evidence of general reputation which he sustains in the community in which he lives.

Halligan operated a truck hauling grain for the elevator and various farmers in the vicinity of Lone Tree. Sam Herring, Robert Cerny, Gordon Churchill alias Jack Burns and Harry Stock were employees of the elevator.

Burns informed Hoskins that Halligan had stolen a case of oil from the elevator which he had sold to Burns for 75c.

Herring informed Hoskins that he (Herring) and Halligan had stolen a load of corn from the elevator about Dec. 20, 1938, that Halligan loaded the corn in his truck while Burns maintained a lookout, that Halligan sold the corn and gave Burns \$25 and \$30.

Hoskins told the directors that Halligan had confessed to him and Harry Stock the theft of a load of corn. Herring and Cerny signed an affidavit reciting the theft of the load of corn and a load of soybeans. An information signed by F. H. Lenz, pres. of the company was given the County attorney. Herring pleaded guilty and was given 5 years in the penitentiary, but released on parole. Burns stood trial and was acquitted by the jury. Thereafter the county attorney informed the directors that he did not feel justified in trying the indictment against Halligan and it was dismissed. Halligan's suit for malicious prosecution then followed. He had been confined in the county jail four hours.—300 N. W. 551,

The chart displays the price movements of four major agricultural futures contracts in Chicago for May delivery during the first half of 1942. The x-axis represents time, with days of the month labeled at the top (2-9 for Feb, 2-9 for Mar) and a vertical line separating February and March. The y-axis represents price levels, with major ticks at 56, 60, 64, 68, 72, 76, 80, 84, 88, 92, 96, 100, 104, 108, 112, 116, 120, 124, 128, 132, 136, 140, 144, 148, 152, 156, 160, 164, 168, 172, 176, 180, 184, 188, 192, 196, 200. A central box contains the title "Chicago Futures" and the text "May Del'y".

- SOYBEANS:** The top-most line, showing the highest price levels. It starts near 195 in early February, peaks above 200 in mid-February, and then fluctuates between 180 and 200 through March.
- WHEAT:** The second line from the top. It starts around 130 in early February, peaks near 135 in mid-February, and then generally trends downward to around 120 by early March.
- CORN:** The third line from the top. It starts around 68 in early February, peaks near 72 in mid-February, and then fluctuates between 64 and 72 through March.
- OATS:** The bottom-most line. It starts around 56 in early February, peaks near 60 in mid-February, and then fluctuates between 52 and 60 through March.

Almota, Wash., Turns to Handling in Bulk

Back in 1940, which is almost ancient history in the fast developing Pacific Northwest, the Farmers Elevator & Warehouse Co., at Almota, Wash., found it necessary to change from handling grain in sacks, and let a contract to the Hogenson Construction Co., for a 125,000-bus. elevator which was built in connection with an existing sack warehouse.

So successful was this experiment that now the company has built a second elevator adjoining for handling grain in bulk.

THE FIRST ELEVATOR is of cribbed construction, divided into 18 bins, 6 deep bins, 6 hanging bins and 6 bins over the work floor, with a driveway 14 and 18 feet extending the full length of the elevator. In addition to this an office was built adjacent to the driveway.

Grain is elevated by one leg having Calumet 10x6 cups, equipped with a Winter Universal Worm Geared Head Drive and driven by a 15-h.p., totally enclosed fan cooled Fairbanks-Morse Motor. A 20 ton, 26x9 Howe Motor Truck Dump Scale with a Howell Aero-flex airlift were installed in the driveway. A wood-cage, safety Howell Manlift was used for access to the top of the elevator and a 10-bu. Richardson Scale was installed in the cupola for weighing out the grain. Steel spouting furnished by the R. R. Howell Co., was used thruout the elevator. The entire plant is covered with galvanized corrugated elevator plates and pressed standing seam roofing. The reinforced concrete slab was built in such a way as to provide tunnels in either direction for future additional storage in connection with this plant.

THE SECOND ELEVATOR, to have 125,000 bus. additional storage, is in the form of an annex cribbed to a height from the foundation to the eaves, with an additional center cribbing. This annex is divided into 12 bins; 4 on each side of the conveyor alley way and 4 overhead. A 24-inch belt is used to deliver the grain from the elevator to the annex, distributing to bins thru a circular type distributor and steel spouting. The grain is returned to the main elevator by means of a 20-inch belt conveyor. Both top and bottom conveyor are driven by Master Gear-head Motors connected to the head shafts by means of roller chain.

This plant is also entirely covered with galvanized corrugated elevator plates and pressed standing seam roofing and connected to the main plant with telescope joints providing for the variation between the two buildings. The annex is built on a reinforced concrete slab foundation with lower conveyor delivering to the pit of the main elevator thru the concrete tunnel which had been provided in the original job.

From the two buildings described providing a bulk storage capacity of 250,000 bushel overflow is taken care of by means of a special well casing delivering grain to four sacking bins located in the old sack warehouse. When an overflow is experienced, additional grain is dropped thru this spout into the sacking bins and after sacking, is placed in the flat house until return to the main elevator for shipment.

Almota is located on the north bank of the Snake River in Whitman County, Washington.

Altho shipments are now made by rail over the Camas Prairie Railroad, branch of the Northern Pacific, arrangements have been made for a conveyor to be installed later for shipments by boat over the river.

Because an organization is a cooperative does not guarantee its success, say E. Baughman and W. H. Dankers, economists of Minnesota University, in Extension Bulletin 232, "Know Your Cooperative." This new publication was written to answer a variety of questions raised at meetings of cooperative associations.

From Abroad

The first Argentine official estimate of the acreage planted to corn is 12,665,000, the lowest in more than 10 years. The preceding season the plantings were 15,067,000 acres.

Britain's radio on Mar. 5 reported agreement between British and U. S. governments to let a supplementary cargo thru the United Nations' blockade to give starving Greece 2,300 tons of flour offered by the U. S.

Burma's 1941-42 rice crop is expected to approximate an average crop, or 350,000,000 bus. No estimates have been made of the exportable surplus, most of which moves down the Irawaddy River to Rangoon, an area now controlled by the Japanese, who formerly imported only a part of the Burma rice crop.

Production of wheat in Europe in 1941 is reported by Broomhall as 470,320,000 bus., against a 5-year average of 542,320,000 bus. in 1933-37. In Italy production is given as 262,400,000; Spain, 115,200,000; Czecho-Slovakia, 35,200,000; Greece, 23,920,000; Portugal, 14,880,000; Sweden, 12,480,000, and Finland, 6,240,000 bus.

British India will need to depend almost entirely on its own 57,270,000,000 lbs. rice crop, the largest in 4 years, for this foodstuff since Japan has occupied Indo-China and Siam, and has control of large sections of Burma. Next to China, India is the world's largest producer of rice, yet it annually imports an average of 3,000,000,000 lbs.

Kuibyshev, U.S.S.R. — Three collective farms chairmen were sentenced to death in the Volga district for letting their grain rot, and for failing to deliver their quotas. Ly-senko was accused of letting 87 tons of wheat and 150 tons of corn rot, and of sowing rotten seed on 1,200 acres. Vilyaev was reported to have left a large amount of unharvested wheat to be buried under the snows. V. M. Vlasov was reported to have let 70 tons of grain rot, and to have left 220 acres unharvested.

Getting Sacks Back from Customers

J. G. Wilson, mgr. of the Pacific N-W Feed Ass'n, suggests that dealers adopt the same system towards sacks that the dairies have regarding milk bottles:

- When twenty sacks of feed are delivered, pick up twenty empty sacks.
- This system could be put into effect by posting notices in your warehouses and enclosing notices in your monthly statements.

Reduce feed prices \$2 per ton, so you are selling feed at a bulk price and furnishing a sack for the convenience of delivery, which sack must be returned.

If a customer calls for a sack of feed and has not brought an empty sack with him, make an exorbitant charge for the sack and offer to buy it back at that figure if returned in good condition.

More Warehouse Space Needed

Due to unrestrained submarine sinkings off the United States Atlantic coast and the discontinuance of exports to Hong Kong and other Chinese ports, to Singapore, Rangoon, the Philippines and the East Indies an accumulation of products is expected to pile up in the United States.

Samuel G. Spear, chief of the merchandise warehouse section, Division of Storage, Office of Defense Transportation, recently told the American Warehousemen's Ass'n at its annual meeting that:

"It is very evident that the production of much material will soon exceed the ship space immediately available, and storage space will be required in the production areas. The producing factories cannot hold it. The ports must not be blockaded. It must not be loaded in cars unless there is a place to unload it promptly. Public warehouse space may be insufficient or not of the right character. A place must be ready to store this material."



The 1940 and the 1941 Elevators each of 125,000 bus. Capacity of the Farmers Elevator & Warehouse Co., at Almota, Wash.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Petersburg, Ind.—The growing wheat crop in Pike and adjoining counties is looking quite promising. Indications are that farmers will plant a larger acreage of corn this spring.—W.B.C.

Madisonville, Ky.—H. W. Whittenburg, county agricultural agent of Hopkins County, says the present world war will result in the increase of the soybean acreage in Hopkins County from 5,000 to 12,000 acres annually. Farmers report their wheat crop in good shape.—W.B.C.

Sublette, Kan., Mar. 4.—Haskell County farmers are preparing to start the almost heart-breaking job of plowing up about 100,000 acres of promising wheat in this county. A big harvest would be probable from those acres. But the wheat is volunteer, over the AAA quota, and it must be plowed up.

Louisville, Ky.—Kentucky ranked seventh among Midwestern States in increased acreage planted to legumes in the battle of soil erosion in the last 20 years. The increase of 442,000 acres shows "farmers have learned benefits of nature's prescription for holding topsoil in place and increasing productivity."—A. W. W.

Healy, Kan.—Seed such as we raise here which consists of sudan, cane seed millet and kafir has been moving good but is cheap. Snow from time to time has hampered threshing and lot of stuff to be threshed when weather gets fit. Wheat is looking good and we have plenty of moisture both top soil and subsoil, so with a few good rains a little later on we could raise a good wheat crop.—Sharp Grain Co.

Winnipeg, Man.—An estimate of the crop based on the acreage figures issued by the Dominion Bureau of Statistics in 1941, compiled from returns received from 92% of the country points in the three prairie provinces is as follows, in bushels: Spring and durum wheat, 272,673,700; oats, 220,945,600; barley, 99,907,400; rye, 12,762,100; flax, 6,449,000.—J. G. Fraser, mgr., The North-West Line Elevators Ass'n.

Dodge City, Kan., Mar. 4.—The wheat acreage goal for Kansas was not met. The allotted acreage for Kansas last fall was 11,372,000 acres. It is estimated that only about 10,700,000 acres were actually seeded compared with 13,064,000 seeded in the fall of 1940. Should normal abandonment occur, Kansas will probably not have more than 9 million acres for harvest compared with 11½ million acres harvested last year. With more and more of our young farm boys being called into the service and with farm machinery and repairs becoming more difficult to obtain, it seems unwise to further restrict the planting of this all-important food grain.—J. F.

Rice Acreage Increasing Rapidly in Arkansas

By J. H. GLASS

An estimated crop of 150,000 bush of rice will be raised this year in Arkansas's new rice belt, which embraces Jackson, Clay, Randolph and Greene counties. Rice is becoming an important crop in these counties, and the acreage increases each year, as more land suitable for rice growing is cleared.

Jackson county was one of the first counties in the new belt to start the industry. From 1931 to 1933, the acreage was small, running approximately 2,000 acres. Since 1933 it has been climbing annually. The gain in acreage this year over that of 1941 will be around 4,000 acres, the whole totaling approximately 15,000 acres.

Jackson county now has two rice mills, one at Tuckerman, which has been operating several years, and a new one at Newport. The latter plant has a daily capacity of 400 barrels.

This year there will be approximately 5,000 acres planted to rice in the Clay county area, a gain of 300 per cent over the acreage of 1940 and 1941. Other counties also will show a good acreage increase.

Moyer, sec'y, Kansas Grain, Feed & Seed Dealers Ass'n.

Winchester, Ind., Mar. 7.—Soybean seed is very much in demand, not many good beans to supply this want. Propaganda put out by the government has made the situation a little more acute than it would have been otherwise. Farmers who have beans fit for seed are refusing to bring them to market, this we believe will work a hardship on those who have to buy. We are just sure if there had not been so much publicity we would have been buying beans, a certain percentage of them suitable for seed.—C. C. Barnes, ex-v-p., Goodrich Bros. Co.

Trade in "New" Soybean Futures

Beginning Saturday, Feb. 21, trades are made in "new" contracts in May and July soybeans. Such "new" contracts provide for delivery of No. 3 yellow soybeans at 4c per bushel under contract price. These contracts must be designated as "new" contracts when made in the pit, and price quotations on the ticker will be designated for "new" contracts by the symbol NSK for "new" May soybean contracts, and by the symbol NSN for "new" July soybean contracts.

All outstanding contracts in May and July soybeans will be known as "old" contracts, and trading may continue in old May and July soybean contracts. "Old" contracts provide for the delivery of No. 3 yellow soybeans at 2c per bushel under the contract price.

All outstanding contracts in October soybeans automatically conform to the new rule and will provide for delivery of No. 3 yellow soybeans at 4c per bushel under contract price. This is in accordance with the directors' order of Jan. 20.

Commission merchants sending orders to the soybean pit must designate on the orders that they desire to have the orders executed in "new" contracts if such is their intention.

Orders that are not designated as "new" will be executed as "old" contracts.

Loans on 1941 Wheat

The Department of Agriculture has reported that through Feb. 21, 1942, Commodity Credit Corporation made 514,348 loans on 355,745,145 bus. of 1941 wheat in the amount of \$349,472,554. The wheat under loan includes 117,708,087 bus. stored on farms and 238,037,058 bus. stored in public warehouses. Loans to the same date last year had been made on 277,990,948 bus. Loans by States follow:

State	Number of loans	Farm Storage (bushels)	Warehouse Storage (bushels)	Amount
Ark.	2	.....	589	\$ 572.64
Calif.	206	383,381	525,705	787,177.96
Colo.	9,849	3,594,526	6,657,165	10,197,175.49
Del.	950	.....	486,226	571,106.92
Idaho	6,175	2,715,186	6,479,732	7,683,152.78
Ill.	29,014	933,654	10,329,422	12,486,794.99
Ind.	17,896	760,281	5,856,402	7,504,827.05
Iowa	3,022	38,632	744,526	808,690.36
Kan.	103,901	19,954,762	55,002,240	77,699,720.70
Ky.	2,480	.....	1,042,612	1,160,626.41
Md.	3,642	6,169	1,635,094	1,925,824.56
Mich.	3,407	370,636	415,523	792,432.77
Minn.	18,415	3,354,404	3,834,054	7,090,030.82
Mo.	21,181	190,496	5,427,974	5,767,068.59
Mont.	24,985	20,227,592	12,564,640	29,805,284.50
Neb.	49,146	9,820,475	14,418,347	23,891,486.32
Nev.	3	3,933	.....	2,077.90
N. Mex.	460	87,304	714,422	819,792.71
N. Y.	342	12,875	90,645	120,278.77
N. Car.	51	.....	8,456	9,753.34
N. D.	77,965	31,940,783	31,102,314	61,107,652.00
Ohio	16,364	754,481	5,500,372	7,164,071.36
Okl.	33,990	2,397,723	15,284,707	17,074,701.78
Ore.	4,463	2,900,266	11,859,670	13,762,269.45
Pa.	1,654	5,141	432,019	505,940.84
S. Car.	1	.....	1,786	2,178.92
S. D.	48,247	9,323,934	11,069,386	20,102,408.24
Tenn.	1,720	.....	546,789	610,956.81
Texas	22,799	1,499,947	15,761,297	16,834,805.65
Utah	841	1,192,286	369,394	1,243,706.40
Va.	1,227	16,191	353,593	432,380.96
Wash.	8,450	3,532,914	18,674,254	19,499,759.09
W. Va.	62	.....	32,633	36,630.77
Wis.	3	258	.....	173.27
Wyo.	1,435	1,179,877	865,040	1,971,042.61
Total	514,348	117,708,087	238,037,058	\$349,472,553.73

Readjustment of Winnipeg Futures Prices

The Winnipeg Grain Exchange received a telegram Mar. 6 from the Canadian Wheat Board, stating:

"A resolution placed on the Order Paper for March 5, 1942, indicates the Government's intention to increase the initial price of wheat. This is an official notification of our intention that all open wheat futures will be adjusted to the new level of wheat prices on or before July 31, 1942, and that all open wheat futures will be cleared on or before this date at the closing prices of Thursday, Mar. 5, that is, May wheat futures at 79¼ and/or July wheat futures at 80¾.

"If this action is not taken until July 31 suitable carrying charges will be allowed to holders of cash wheat for the elapsed period during the month of July. Unhedged cash wheat will be adjusted on the same basis. In the meantime holders of cash wheat as well as futures may continue to carry on with their normal business bearing in mind the above."

Trading was discontinued for a few minutes; and the council of the Exchange issued the following notice:

"Trading in wheat futures may continue subject to conditions contained in notice issued by Chairman of Canadian Wheat Board."

1941 Corn Loans

The Department of Agriculture has reported that Commodity Credit Corporation had made 82,817 loans, in the amount of \$62,258,151, on 85,300,930 bus. of 1941 crop corn, through Feb. 21, 1942. Loans made to date have averaged 73 cents per bushel. Loans by States follow:

State	No. Loans	Bushels	Amount
Illinois	14,782	19,863,326	\$14,869,955.88
Indiana	1,367	1,430,120	1,064,723.47
Iowa	34,311	36,596,792	26,649,785.70
Kansas	1,089	857,764	643,426.69
Kentucky	56	159,098	125,660.78
Maryland	7	4,859	4,081.47
Michigan	6	2,035	1,586.53
Minnesota	7,386	6,804,548	4,705,617.21
Missouri	2,216	1,656,612	1,291,669.00
Nebraska	17,112	14,236,824	10,262,132.44
No. Carolina	25	19,306	11,575.56
No. Dakota	78	99,110	51,341.31
Ohio	755	524,282	408,044.28
So. Dakota	3,615	3,039,541	2,163,410.96
Wisconsin	12	6,713	5,139.58
Totals	82,817	85,300,930	\$62,258,150.90

Oregon Will Increase Seed Acreage

Portland, Ore.—The Seed Committee of Oregon Feed and Seed Ass'n submit the 1941 actual acres and 1942 estimated acreage, showing a heavy increase in prospect.

	1941 Acres	1942, Est. Acres
Austrian Peas	46,784	79,700
Halry Vetch	113,898	175,700
Hungarian Vetch	78,000	100,000
Common Vetch	20,900	47,350
Will. Valley Vetch	16,604	35,600
Crimson Clover	5,495	23,700
Rye Grass	70,000	80,000

—F. K. H.

Canada's Flax Seed Production

The 1941 Canadian flax crop was 6,412,000 bus., compared to 3,049,000 in 1940 and to 2,044,000 in 1939. There is some discussion in Canada of a crop of approximately 20,000,000 bus. for 1942. It appears that about 8,000,000 bus. are needed for home consumption in the protective coating and edible fields. The balance after deducting seed required for sowing should leave around 10,000,000 bushels available for export to the United States. We would certainly welcome such a plan. Flax stocks in Canada were frozen by government order today. However, no exports from Canada to this country have been allowed for some months. There is some discussion of a guaranteed price at around \$2.25 (Canadian currency) per bushel for new crop seed.—Archer-Daniels-Midland Co., T. L. Daniels, Vice Pres.

The Chamber of Commerce of the United States will hold its annual meeting at the Stevens Hotel, Chicago, Ill., Apr. 27-30.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Bluffton, Ind.—Wells County farmers are in a favorable position to increase live stock feeding operations in 1942, according to a survey just completed by the local A.A.A. office. Already more than 7,000 bus. of corn produced last year have been sealed on farms in the county and many inquiries are being received at the A.A.A. office from farmers who wish to pay off loans on the corn and use it for feeding purposes. —W. B. C.

Kansas City, Mo., Feb. 24.—Substantial amounts of soft white wheat from intermountain and Pacific Northwest territory featured Kansas City receipts during January, accounting for 142 cars, compared with 119 cars of soft red winter from the midwest. This unusual movement of mountain and Pacific Northwest wheat eastward emphasizes the problems of Pacific Coast shippers who find their export outlets cut off by the war, and coastwise movement to the Atlantic coast cut off by the shortage of ocean bottoms.

Winnipeg, Man.—The wheat situation as of Feb. 27, was as follows: Total deliveries of wheat to date, 164,386,000 bus.; allowance for seed, feed and country mills, 72,000,000 bus.; estimates by country elevator agents in farmers' hands to market, 39,000,000 bus.; total, 275,386,000 bus. In store at country points Feb. 27, 1942, oats, 3,060,000 bus.; barley, 1,985,000 bus.; rye, 677,000 bus.; flax, 723,000 bus. Estimated in farmers' hands to market, oats, 4,842,000 bus.; barley, 3,747,000 bus.; rye, 1,010,000 bus.; flax, 624,000 bus.—J. G. Fraser, mgr., The North-West Line Elvt. Ass'n.

Winnipeg, Man., Mar. 2.—The movement of flax from Western farms has been very much heavier and during the first six months amounted to 4,246,893 bus., compared to only 1,942,187 for last year. Carryover of flaxseed in elevators on July 31, amounted to 605,313 bus., in other words, a total available to date of 4,852,206 bus., as compared to just over 3,000,000 bus. for the whole of the last crop year. About 2,500,000 bus. of this year's supply have been disposed of up to the end of January as it has been estimated that 1,700,000 bus. has been crushed for the manufacture of paint and allied products while exports under permit to the United States amount to 813,203 bus.—McCabe Bros. Grain Co.

Decatur, Ill., Mar. 7.—Corn shows a very substantial disappearance of supplies through feeding and industrial uses. The favorable price of cattle, hogs and poultry insures a profitable utilization on farms. Country marketings are very moderate. Moisture content of corn is showing little improvement from what it was at harvest time, this is due to the damp weather during the winter. It will take several weeks of dry weather and high winds to get the moisture down. Soybeans that are arriving also show moisture content no lower than when they were placed in the bins. With the arrival of higher temperatures, the condition of beans must now be watched closely as damage by heating may result in severe loss. Heating damages soybeans for seed or processing.—Baldwin Elevator Co.

Ottawa, Ont., Mar. 5.—Canadian wheat in store for the week ending Feb. 27 decreased 2,832,306 bus. as compared with the previous week and decreased 9,045,418 bus. when compared with the corresponding week in 1941. The amount in store was reported as 479,633,276 bus. compared with 482,465,582 bus. for the previous week and 488,678,694 bus. for the week of Feb. 28, 1941. Wheat receipts in the prairie provinces for the week ending Feb. 27 amounted to 1,167,383 bus., a decrease of 376,020 bus. from the revised figures of the previous week when 1,543,403 bus. were marketed. During the corresponding week a year ago the receipts were 2,773,253 bus. Marketings in the three prairie provinces for the 30 weeks from Aug. 1, 1941, to Feb. 27, 1942, as compared with the same period in 1941 were as follows, figures within parentheses being those for 1941: Manitoba, 32,088,844 (42,265,228); Saskatchewan, 83,795,450 (170,276,-

548); Alberta, 50,288,937 (109,947,705) bus. For the 30 weeks ending Feb. 27, 1942, and the same period in 1941, 166,173,231 and 322,489,481 bus. were received from the farms.—C. A. Cudmore, Acting Dominion Statistician.

Japan's Imports Cut by Economic Blockade

The combined boycott of Japan by the United States, the British Empire and The Netherlands Indies has confronted Japan with grave economic problems that may ultimately prove disastrous, according to an analysis of "The Effects of Allied Economic Blockade on Japan," prepared by the Division of Industrial Economics of The Conference Board.

Because of this blockade, or boycott, Japan has probably been cut off from about 75 per cent of her normal imports. Drastic restrictions have been imposed by the Japanese Government in order to stretch the available supplies. Even in peacetime, it is noted, Japan was barely self-sustaining in foodstuffs, while she was heavily dependent upon sources now under the control of the blockade group for the materials to keep her industrial machine working. Japan's situation in a nutshell can be seen in the fact that: "Japan Proper has a population of 73,000,000 packed in an area less than that of California and inferior to it in material resources."

Soybean Movement in February

Receipts and shipments of soybeans at the various markets during February, compared with February, 1941, in bushels, were:

	Receipts		Shipments	
	1942	1941	1942	1941
Chicago	591,000	259,000	277,000	58,000
Indianapolis	43,500	24,000	.....	.....
Milwaukee	14,100	28,200	.....	.....
Minneapolis	18,000	10,500	.....	.....
Omaha	54,000	12,000	.....	.....
Peoria	81,000	44,250	147,000	81,000
St. Joseph	12,000	27,000	1,500	.....
St. Louis	22,400	12,800	12,800	.....

Barley Movement in February

Receipts and shipments of barley at the various markets during February, compared with February, 1941, in bushels, were:

	Receipts		Shipments	
	1942	1941	1942	1941
Baltimore	43,964	8,497	.....	.....
Chicago	1,214,000	1,198,000	358,000	293,000
Duluth	501,035	149,147	279,985	306,848
Ft. William	703,187	155,780	1,038,531	367,382
Ft. Worth	24,000	6,400	44,800	.....
Hutchinson	27,200	12,800	.....	.....
Indianapolis	4,500	22,500	1,500	.....
Kansas City	409,500	38,400	435,200	11,200
Milwaukee	2,289,080	2,452,840	926,275	919,575
Minneapolis	3,114,400	2,589,600	2,638,400	2,148,800
Omaha	2,000	6,000	6,000	4,000
Peoria	483,200	4,800	446,904	6,400
St. Joseph	275,300	268,800	121,900	158,200
St. Louis	38,500	10,500	22,750	7,000
Seattle	217,600	151,400	109,800	35,200
Superior	73,600	126,400	.....	.....
Wichita	417,580	74,274	146,374	101,125
	.....	2,600	.....	1,300

Rye Movement in February

Receipts and shipments of rye at the various markets during February, compared with February, 1941, in bushels, were:

	Receipts		Shipments	
	1942	1941	1942	1941
Baltimore	55,717	52,476	.....	.....
Boston	523,000	36,000	251,000	192,000
Chicago	273,320	4,425	200,105	98,288
Duluth	227,680	88,128	68,035	18,554
Ft. William	1,500	.....	1,500	.....
Ft. Worth	6,000	1,500	.....	.....
Hutchinson	33,000	75,000	15,000	37,500
Indianapolis	88,500	3,000	147,000	7,500
Kansas City	161,570	16,610	128,010	47,690
Milwaukee	955,500	268,500	676,500	396,000
Minneapolis	117,763	1,690	290,102	29,400
Omaha	74,400	158,000	4,800	6,000
Peoria	3,000	.....	.....	.....
St. Joseph	352,500	25,700	154,900	43,500
St. Louis	12,000	3,000	.....	.....
Seattle	201,113	2,987	185,294	75,788

John B. Hutson on Grain Insurance

Mr. Hutson, pres. of the Commodity Credit Corporation, told the Agricultural Club at Chicago recently the CCC had made a careful study of its grain-carrying costs and had much success in whittling down insurance charges. At first the government agency was charged \$1.75 a hundred bushels for insurance on carrying corn and then had this reduced to 75 cents, and later 40.

Now where the government agency is the owner of the corn it does not bother to insure it because of the diversification of risk. He said that it looked as tho the CCC could not even justify the 40-cent rate on corn insurance, as for every \$2 it paid out it only got \$1 back.

Oats Movement in February

Receipts and shipments of oats at the various markets during February, compared with February, 1941, in bushels, were:

	Receipts		Shipments	
	1942	1941	1942	1941
Baltimore	79,064	46,965	.....	.....
Boston	6,600	8,000	.....	.....
Chicago	964,000	778,000	1,509,000	947,000
Duluth	3,495	16,151	420,780	.....
Ft. Wm.	1,640,569	764,309	1,389,789	963,509
Ft. Worth	134,000	24,000	34,000	14,000
Hutchinson	4,000	.....	.....	.....
Indianapolis	474,000	354,000	606,000	528,000
Kan. City	224,000	118,000	120,000	66,000
Milwaukee	15,820	24,860	68,400	30,400
Minneapolis	2,040,750	1,003,500	2,376,000	1,161,000
New Orleans	66,628	29,834	19,437	22,000
Ogden, Utah	12,000	10,000	10,000	.....
Omaha	480,000	56,000	416,718	38,700
Peoria	116,000	100,000	44,200	52,000
St. Joseph	824,000	294,000	154,000	74,000
St. Louis	200,000	284,000	178,000	302,000
Seattle	62,000	54,000	.....	.....
Superior	1,999	10,474	12,964	.....
Wichita	.....	.....	.....	1,500

Corn Movement in February

Receipts and shipments of corn at the various markets during February, compared with February, 1941, in bushels, were:

	Receipts		Shipments	
	1942	1941	1942	1941
Baltimore	131,575	482,638	.....	953,418
Boston	.....	2,600	.....	.....
Chicago	8,372,000	6,243,000	4,596,000	2,947,000
Duluth	940,170	85,560	15,855	11,566
Ft. Wm.	80,061	29,719	108,284	14,582
Ft. Worth	117,000	21,000	75,000	67,500
Hutchinson	1,500	1,500	.....	.....
Indianapolis	1,876,500	1,813,500	1,333,500	1,368,500
Kan. City	5,076,200	707,200	1,620,000	129,000
Milwaukee	1,445,250	584,350	657,800	257,400
Minneapolis	1,725,000	636,000	1,503,000	469,500
New Orleans	128,846	168,222	81,080	100,600
Ogden, Utah	6,000	.....	.....	.....
Omaha	3,155,029	633,220	2,108,600	478,925
Peoria	3,874,073	2,312,800	2,014,573	957,300
St. Joseph	702,000	187,500	459,000	114,000
St. Louis	2,616,000	564,000	804,000	222,000
Seattle	128,000	70,500	.....	.....
Superior	417,804	43,125	254,182	14,600

Wheat Movement in February

Receipts and shipments of wheat at the various markets during February, compared with February, 1941, in bushels, were:

	Receipts		Shipments	
	1942	1941	1942	1941
Baltimore	820,275	891,258	833,918	1,287,162
Boston	149,384	1,064,776	.....	1,056,655
Chicago	528,000	566,000	864,000	1,282,000
Duluth	2,719,960	2,439,775	926,480	184,601
Ft. Wm.	13,991,952	2,561,436	1,447,011	233,238
Ft. Worth	603,400	162,400	999,600	557,200
Hutchinson	894,600	882,000	.....	.....
Indianapolis	312,000	115,000	102,000	87,000
Kansas City	3,137,600	2,830,400	1,949,990	2,363,150
Milwaukee	23,550	18,840	2,800	82,600
Minneapolis	7,080,000	1,894,500	3,153,000	1,186,500
New Orleans	.....	5,600	31,400	7,560
Ogden, Utah	406,000	137,000	260,000	140,000
Omaha	746,354	253,561	523,600	638,800
Peoria	184,016	65,100	326,760	114,000
St. Joseph	364,800	166,200	256,000	176,000
St. Louis	805,800	939,000	698,500	1,048,000
Seattle	953,400	1,090,600	.....	.....
Superior	1,844,536	836,470	525,873	169,805
Wichita	1,094,400	1,090,500	641,600	790,500

Indiana Farmers Grain Dealers Hear of War Market

The 27th annual convention of the Indiana Farmers Grain Dealers Ass'n was held in the banquet hall of the Fowler Hotel, Lafayette, Thursday, Feb. 26.

More than 75 delegates gathered for the first session and the number rose to well over 100 for the afternoon session and the banquet.

Thursday Morning Session

VICE PRESIDENT JOHN GROGAN, Ambia, presided at the opening session. "Contacts I have made thru the last few months," he said, "have convinced me of the truth of the old adage, 'In union there is strength.' Others appear to be of the same mind. These are troublesome times, and we must stick together for self-protection."

SECY W. L. WOODFIELD, Lafayette, read the minutes of the last convention, which were promptly approved.

VICE PRES. GROGAN appointed the following committees:

RESOLUTIONS: J. R. White, Shideler; Walter Penrod, South Whitley, and William Hagen, Chalmers.

NOMINATIONS: Everett Dailey, Remington; Walter Einspahr, North Hayden, and H. M. Bonewitz, Huntington.

Thursday Afternoon Session

PRESIDENT PAUL R. DAWSON, Wolcott, presided at the second session, which was entertained at its opening by 15-year-old Miss Margaret Lewellen, of Waynetown, soloing with an accordion, and leading the delegates in song.

More Government in Business

ROGER D. BRANIGIN, Lafayette lawyer, formerly with the Federal Land Bank, directed attention to the vast increase in federal control over business. He said:

"Until the last decade, our principal contact with the federal government was thru the post offices. But now a vast change has burdened management with an endless stream of new problems associated directly with the federal and state governments. On the statute books of Indiana alone are 28 or 29 laws with a direct bearing on the grain elevator business."

The speaker named many laws affecting the grain business. "It is unfair to expect a manager to be an expert bookkeeper, an expert lawyer, an expert buyer, an expert salesman, and an expert everything else, including business manager," he declared, pointing out that business has grown so complicated that it is virtually impossible for a manager to keep up to the minute on everything he should know.

Mr. Branigin felt that the managers of corporations should have the helpful cooperation of owners and directors. He explained that because country grain elevators do an interstate business they have Uncle Sam as a business partner. Then he pointed out how bookkeeping mistakes can prove tremendously costly in the amount of taxes which must be paid. Income taxes, he said, have risen to 17% to 19% of net income, so all possible deductions must be taken to keep down the total amount of the tax and remain in a competitively solvent position. He urged managers to select competent help, and to charge one individual in the organization with the duty of keeping up-to-the-minute on regulations and government reports.

He further suggested that elevators club together to employ specialists to handle details in legal and accounting ends of their businesses. Penalties for carelessness, or negligence are very high. Today's bureaus in government are powerful.

Effect of War on Grain Trade

E. H. MATZEN, Purdue University, anticipated the effect of war on the grain trade, considering the prospect of inflation, the price control law, and confusion of democracies under war conditions. His excellent analysis is reviewed elsewhere in this number.

Workman's Compensation

T. E. SULLIVAN, Omaha, explained workman's compensation, burglary, and grain title insurance. He urged delegates to make

use of such insurance, mentioning an Iowa elevator which was reimbursed by insurance when its manager embezzled over \$8,000 of company funds.

Property damage insurance, the speaker looked upon as highly important. He pointed out that small damage claims are frequently paid by elevators to maintain good will.

Grain title insurance guarantees the elevator operator up to 80% of his loss should he inadvertently purchase mortgaged grain, and have to pay for the grain a second time.

Progress of Farmers Elevators

SECY WOODFIELD reported progress for the Farmers Grain Dealers National Ass'n, and the National Council of Farmers Elevators, explaining how these bodies are organized. He also reviewed cooperative purchasing and marketing agencies, terming them successful.

Operative Questions and Answers

JOHN CRUEA, Chalmers, led a questions and answers program in which many delegates took part. Under his putting of questions:

EVERETT DAILEY, Remington, compared overruns of open-pollinated and hybrid ear corn, noting that hybrid corn yields the greater over-run. This may amount to six to eight more bushels on a truckload. Hybrid seed corn salesman, Harry Brewer, believed the greater weight of hybrid corn to be due to hard starch content.

HAROLD PEACOCK, Crawfordsville, believed that chicks more than 8 weeks old should receive cracked corn free choice in addition to growing mash, reporting success with this feeding practice.

WALTER PENROD, South Whitley, considered an electric door on the driveway to be a great time saver, especially in winter when the wind is both strong and cold. "We have electric push buttons all thru the driveway to operate the door," he said. "A man never needs to walk more than a few steps to reach one of them. It cost us \$90 to install the door, but it will save more than its cost in one year because of the time it saves our workmen."

PAUL DAWSON, Wolcott, believed government handling of grain has reduced his profits very little, primarily because his elevator is in a high-volume territory where margins regularly taken were little higher than the handling charges allowed elevators by the Commodity Credit Corp.

KARL APPLEGATE, Winamac, said the C.C.C. had hurt his grain business. Government handling charges, he considered low, and establishment of them has kept margins on free business low, too low for the small volume of grain handled. Last year, he said, his dollar

volume in cash grain, and in feed were very nearly equal, but he made 10 times as much profit on the feed as on the grain.

EMMET PARRISH, Richmond, believed in home mixing and delivery service as a means of increasing feed sales.

NOBLE LOGAN, Crawfordsville, I attend as many farm group meetings as possible and strive to educate the farmers to use more and better feeds.

FRANK ARN, Indianapolis, thought that throwing government sealed wheat on the market is having a stabilizing influence on prices, preventing undue rises.

SECY WOODFIELD felt that the C.C.C. should sell its surplus wheat. So long as it remains in storage it serves as a club over the market, he said, and establishes a ceiling on wheat prices.

A FARMER felt that the burden of the C.C.C.'s surplus wheat not only holds down prices, but production as well.

Hoosier Farmers Banquet

A steak banquet was served in the evening to 125 guests, who were entertained by Evelyn, Marjean, and Marjorie, singers from Wolcott, Ind., while dining.

A brief business session followed the dinner. Delegates unanimously adopted a number of resolutions. One urged farmers elevators to support the ass'n with memberships; another went on record against adoption by the Chicago Board of Trade of permanently increased discounts on No. 3 soybeans when applied on futures contracts; a third opposed federalization of unemployment compensation; a fourth patriotically declared:

Victory

WHEREAS, the United States is now engaged in a gigantic struggle against forces that would destroy the liberties of all people, and

WHEREAS, a decided victory is imperative at all costs, be it

RESOLVED, that we pledge our united support to the all-out war effort and offer all of our services and facilities to be used in any manner that will better promote the successful prosecution of the war.

Officers Elected

ELECTION followed to place Kermit Cross, Oakville, as director in place of retiring L. F. Clupper, Rich Valley. Directors continued are: Paul Dawson, Wolcott; John Grogan, Ambia; W. L. Woodfield, Lafayette; Roy Camp, Monticello; K. R. Applegate, Winamac; Walter Penrod, South Whitley; Fred A. Dahl, Belshaw, and John L. Cruea, Chalmers.

These directors will elect their officers at a future meeting of the board. Until such time Paul Dawson continues to serve as president; John Grogan as vice president, and W. L. Woodfield, as sec'y.

DR. HARRY C. MCKOWN, Gilson, Ill., was the after-dinner speaker; his subject: "Fools and Foolishness," in which he recounted the momentous achievements of men with ideas at which other men scoffed.

A band of entertainers from Station WDW, concluded an evening of fun and frolic.

Adjourned sine die.



Officers continued by Indiana Farmers Grain Dealers Ass'n. L. to R.: John Grogan, Ambia, vice president; Paul Dawson, Wolcott, president; W. L. Woodfield, Lafayette, sec'y.

Effect of War on Grain Prices

E. H. Matzen, Purdue University, West Lafayette, Ind., appearing before the convention of the Indiana Farmers Grain Dealers Ass'n, at Lafayette, Feb. 26, analyzed the effect of war on the grain business, and discussed, with the aid of a number of charts, what the future may hold for grain prices and the grain business. Following is a brief report of his discussion:

World War II will cost \$144,000,000,000 by June, 1943, he predicted. Then he showed charts reflecting general price level variations thru the past, pointing out that commodities prices followed the same general price variations. However, price variations for raw commodities, like grains, move much more rapidly than general price trends.

Good farm prices for several years in succession, he warned, are intoxicating to farmers. They lead to commitments which cannot be met when prices drop. Farmers should study long time price ranges and trends before extending themselves with purchase of more land.

Many things in the future may be anticipated from the records of the past, said the speaker, exhibiting charts covering price inflation thru the Civil War. Currently, he added, we appear to be following ancient farm trends. Prices for farms have gone up, and farmers are showing a disposition to buy more land on the strength of present farm commodity prices.

General business activity has reached a stable level since the middle of the last year because production reached the limits of capacity for manufacturers. Further expansion is limited by shortages of skilled labor, raw materials and transportation. Employment has and will remain level for the same reason, but wages may go higher because of the demand for labor. This tends to start inflation, tho it may be that taxes and purchase of defense

bonds and stamps may absorb increases in income. On the other hand, the war machine is absorbing more and more of our producing capacity, leaving increased incomes to bid higher and higher for a smaller and smaller volume of consumer goods. This must result in inflationary increases in the price level of consumer goods. We can hardly expect government price regulations to hold prices down. Expectations in economic circles are that farm prices will increase 25% in 1942 over 1941, and this seems conservative.

Four things control the lowest level at which a commodity price ceiling may be set under the Price Control Law, said the speaker. It may be the 1919-29 average, or the price on Oct. 1, or Dec. 15, 1941, or it may be 110% of parity, whichever is higher. Parity on wheat, said the speaker, in January was \$1.42 per bushel; on corn, \$1.03. If prices follow the same pattern experienced in World War I, parity for wheat in January, 1943, will be \$1.70; for corn, \$1.23; by 1945 wheat will be \$2.12; corn, \$1.40. Commodity prices in the last war were above 110% of parity thruout the period of conflict.

Many agricultural sections of the country are increasing production of livestock as rapidly as they can without due regard for the availability of feed. If government goals are met Indiana will be 25% short of the amount of feed it will need. Realizing this, the Commodity Credit Corp. is offering 100,000,000 bus. of its surplus wheat for feed purposes. The speaker believed the President will veto current Congressional bills for preventing sales of government owned stocks of grain below 110% of parity.

Price control makes rationing necessary, said Mr. Matzen. But he believed inflation the most effective form of rationing. When prices go too high, buying stops.

Mr. Matzen recommended that farmers expand production on farms they already have, to produce as much as possible from every tillable acre. Since transportation and labor shortages may grow more acute, farmers should buy machinery and supplies as far ahead as possible for such things may not be available later. A farmer, and an elevator, should save labor wherever possible, and should make wage adjustments now to hold good labor.

The speaker told the dealers to expect wide price fluctuations, and much higher prices; and

to expect more investigations and check-up of their books and more regulation by government authorities. "When you see a trend in the making," he warned, "it is well to adjust your business to the trend, before the trend adjusts you out of business."

Mr. Matzen suggested questions for study: Why is the world on fire? Could tariffs be fire hazards? He recalled that "unless food crosses borders, armies will."

"Prosperity in the last war," warned the speaker, "lulled the thinking of many business men. Many thought that the prosperity would last forever. Debts were incurred at a high price level. Few business enterprises failed. Farmers and farmer elevators were no different than other folks. Many took their profits only to get themselves further out on a limb. Elevators purchased grain without hedging. Stores carried long inventories on their shelves purchased at high prices. This was disastrous when prices declined and buyers lacked the ability to buy."

"Extension of credit also contributed to the downfall of many commercial enterprises. Elevators were no exception. Little thought was given to building up reserves during good times. Needed capital was borrowed. Many co-operatives were set up but were not strictly co-operatives, and had heavy back taxes to pay."

"Today we have leaders better qualified (we hope) and with more experience than in the last war. More agencies are using auditing service regularly. More agencies are attempting to keep their members informed. Co-operatives have learned that many failures are due to over-promotion and not based on real need."

"Valuable lessons can be taken from the last war. No doubt this war will take its toll and leave its dead and crippled concerns. The best that can be hoped for is that many will go through this war, basing their activities on sound policies, pertaining to financing, extension of credit, building up adequate reserves, obtaining and keeping the best management possible, providing adequate accounting and auditing, and above all, keep the directors and members well informed of the business and its problems. Attention should be given to training future managers."

"I hope that farmer elevators will not be complacent, but will face the facts. Many may think that times may not be as severe as those of the 20's. This assumption may be a serious mistake. A few think troubles ahead may make the difficulties of the early 30's seem mild. Let us not take too much for granted: look for the best, but prepare for the worst!"

Hoosier Convention Notes

LADIES were entertained with their choice of picture shows during the afternoon.

SOUVENIRS were pencils from Cleveland Grain Co., and paper banquet hats from Ralston-Purina Co.

REGISTRATION of the 100 delegates was in the efficient hands of A. E. Leif, whose company, the Grain Dealers Mutual Fire Insurance Co., supplied the identification badges worn by the delegates. He was aided by M. R. Vanderkolk, of Lafayette.

Attendance

CORDAGE: Lloyd Rumsyre.
FEEDS: George Neidlinger, George C. Thomas, Able Polstra.

MACHINERY: Ed Bargery, Union Iron Works; W. W. Pearson, and Clifford W. Gottman.

FERTILIZER salesmen: Peter Gilgrist, Fran Mills, George N. Collins, H. W. Dice, Sheldon Crock, Edward Shortz.

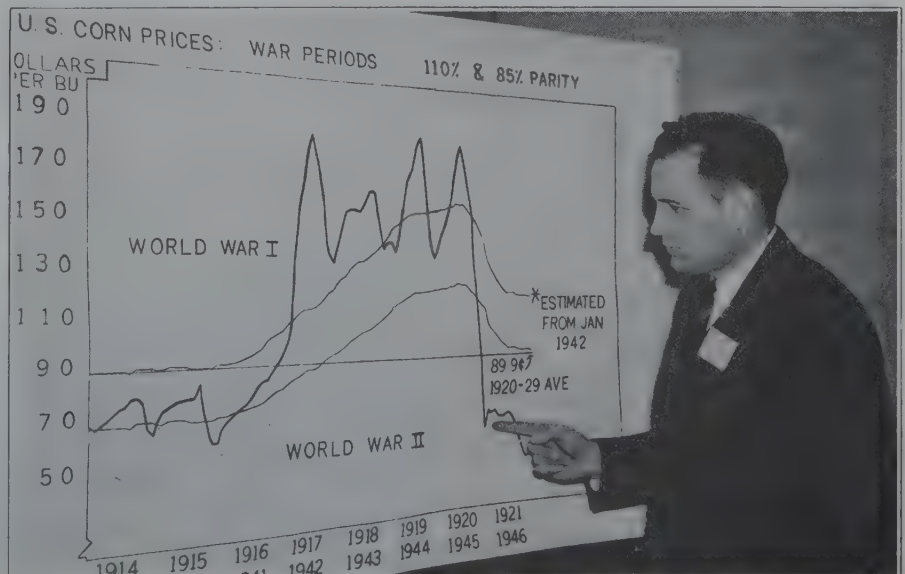
FROM INDIANAPOLIS: M. D. Guild, Frank Arn, and Ed. K. Shepperd, and Fred K. Sale, sec'y of the Indiana Grain Dealers Ass'n.

FIELD SEEDS: T. C. Crabbs, H. C. Myers, and Jesse Francis, Crabbs, Reynolds, Taylor Co.; T. H. Beeson, Gene Floyd, Guy Davis, and E. C. Yount.

HYBRID SEED CORN handlers: Herb Edwards and Charles Maddox, Benton County Hybrid Seed Ass'n; Harry S. Brewer, Edward J. Funk & Sons.

CHICAGO MARKET: Ray H. Larson, W. R. Force, Wm. Tucker, R. E. Disbrow, Lamson Bros. & Co.; Steve Hercek, Squire Cavitt; George Slinghoff.

ELEVATOR MANAGERS present included J. R. White, Shideler; Earl W. Zeider, Cak; W. L. Woodfield, Lafayette; Walter Einspahr; North Hayden; Wm. F. Hagen, Chalmers; Frank Glasple, Oxford; H. M. Bonewitz, Huntington; Walter Penrod, South Whitley; John Grogan, Ambia; Roy Camp, Monticello; Everett Dailey, Remington; L. F. Clupper, Rich Valley; George Tucker, Santa Fe; John Cruce, Chalmers; K. R. Applegate, Winamac; H. G. Tyler, Lowell; F. A. Dahl, Belshaw; Lowell Knauff, Mexico; Paul Dawson, Wolcott; C. J. Hile, Talbott; M. C. Logan, and Harold Peacock, Crawfordsville; B. E. Etchison, Stewart; Rex Van Allen, Clark's Hill.



E. H. Matzen, Purdue University, West Lafayette, Ind., counted effect of war on grain trade, before Indiana Farmers Grain Dealers Ass'n.

Ohio Farmers Grain Dealers Hear About Defense, Feeds, Priorities

The Ohio Farmers Grain Dealers Ass'n held its 27th annual convention in the New Secor Hotel, Toledo, Feb. 23-24.

The convention enjoyed four business sessions centered around the ass'n's current slogan "Plan to Do in '42."

Most of the morning of the first day was devoted to registration and renewing of friendships as more than 600 delegates gathered for the business sessions.

Monday Morning Session

PRESIDENT A. P. EIER, Nevada, presided at the opening session.

JOE SEABOLD, Bluffton, Ind., the Hoosier Pepper-Upper, led this session in snappy community singing, as he did all business and entertainment sessions.

INVOCATION was pronounced by L. R. Forsyth, Rawson, whose prayer centered around success of the democratic war effort.

Welcome

MILTON H. FAULRING, president of the Toledo Board of Trade, extended to the delegates a very warm and sincere welcome, and hoped for continued use of Toledo as the ass'n's convention city.

Mr. Faulring called attention to the necessity for cooperation of all for victory in the present conflict. He urged the dealers to work diligently together to expedite handling of the nation's food crops.

Response

A. C. PATZER, Grove City, made an appreciative response on behalf of the delegates. He, too, called attention to the vital part of grain dealers in the war effort, remarking that soldiers and civilians must be fed.

War Defense Measures

J. W. HUNTINGTON, Mgr. of the Mill Mutuals, Columbus, state appointee in civilian defense education, said, the Office of Civilian Defense is organizing civilians particularly in communities not large enough to have organized fire fighting forces. He said incendiary bombs are most dangerous and citizens should know how to smother them. He told of seeing pictures of London where 1800 fires were blazing simultaneously following a bombing raid. He described two types of incendiary bombs and methods of control. "You will have to be responsible for your own property in case of a raid," he said.

"The Japanese are using white phosphorous bombs," said the speaker, "weighing 32 to 132 lbs. These will penetrate an ordinary roof."

He urged equipment in every home for fighting fire, naming hose, barrels of water and buckets, a stirrup pump with spray and solid stream tip on 12 or 15 ft. of hose, and a long handled shovel.

"Never use a carbon-tetrachloride extinguisher on a bomb. It will cause it to explode. Use a fine spray of water, or sand to cool it off.

"The method for handling a bomb fire in a grain elevator is the same as handling such a fire in a home and great precaution should be taken.

"Bombs may not be dropped on grain elevators and mills, but many plants will burn this year because of carelessness. Take precautions. Be careful. America needs her food store houses."

PRESIDENT EIER appointed a resolutions committee composed of Judge C. W. Palmer, Defiance; William Bricker, Oak Harbor, and A. C. Patzer, Grove City.

Monday Afternoon Session

President Eier opened the second session with his annual address, saying:

President Eier's Address

We are faced with more serious problems than at any other time in the history of our organization. New restrictions, new regulations demand that we be keenly alert at all times to meet problems as they arise. No group in America today has a more important duty to perform in the interest of National Defense than those who handle, process, or distribute grain, or grain products.

In this world crisis, more than ever before, farmers and grain men of America must see that there is an abundance of food for both our armed forces and our civilian population.

It will also be our responsibility to furnish food for the starving peoples of the world. Much of this work will fall on the shoulders of the grain and feed trades. I trust not a man or woman in our organization is unwilling to put his shoulder to the wheel and do his part in helping to win this war for democracy and the American Way of life.

It is true that we are beset with useless rules and regulations that try our very souls. Many of these will be changed when it is proven that they are unjust and unfair. Too often we have sat back and waited to see what was going to happen, rather than take the initiative and prevent undesirable legislation.

I have wondered many times if we as individual members did not sit back and feel that the other fellow should take the initiative; if many of our ills are not the result of letting someone else do the things we could have done better. Some things were done by people who did not have our interests at heart.

If cooperative organizations, together with the independent grain and feed dealers, in our country would forget petty differences, we could accomplish much in the way of legislation which would be of vital benefit to all in the grain and feed business. We are happy to state that the independent and cooperative grain dealers have been closely allied in Ohio and have helped each other mutually solve the problems that have confronted each from time to time.

It has been our privilege to be members of the independent grain and feed dealers organization in Ohio about as long as we have been members of our own organization. Many of its members we cherish as personal friends. The sooner we come to realize that our competitor does not have such long horns as some would want us to believe, we will have gone a long way toward accomplishing the things necessary to harmony in the grain and feed business.

CUT THROAT COMPETITION. I have always maintained, is unwarranted and unnecessary. It has put many men out of business, people out of employment, made dishonest people out of otherwise honest people, made bitter enemies and, in the end, accomplished nothing.

How much over-bidding and price-cutting has been justified? Are there not many instances where, if you were not guilty of starting price war, you went the other fellow one better until all semblance of a legitimate profit was gone? I maintain that I am entitled to a legitimate profit and have stuck to my conviction. Any other method invites disaster and the loss of my job.

I buy from the farmer and sell supplies to him. I have had competition and some of the so-called mean competition. But I have always maintained that I am entitled to legitimate profit and took it. To be sure, some trade was lost, but I haven't lost my business.

To off-set severe competition takes time and diplomacy to explain to our customers just why we are not paying as high prices as some of the selling as cheap as some. But the American farmer is much smarter than some people maintain, and many of our customers would rather trade with us whom they know are running on a business basis, rather than trade with the fellow who is always over-bidding and cutting prices. All we have to do is render better service, be a little more courteous, and we can whip the meanest competitors and stay in business.

We do not know what the future holds in store for us. Even through rose-colored glasses the picture is not too bright. Let us all work hard, have faith in each other, have faith in our country and its officials, keep our feet firmly on the ground, our chests out, our eyes ever toward the rising sun. With a prayer, let us firmly believe that right will triumph over might and that we shall soon be at peace with all the world.

Adventures in Buying

BEN H. FOCHT, Ft. Wayne, Ind., gave the benefit of his studies in sales psychology. The essence of his remarks was:

WE NEED TO DEVELOP BETTER our customer relations. We sent a group of our students to Ft. Wayne stores with 50c each and instructions to spend the 50c and note certain factors about each store such as whether or not they were waited on promptly and courteously, whether the clerk knew anything about the merchandise offered, whether they were thanked for coming and asked to return. Three brought back their 50c because they found no clerk who knew about the things he was selling. Five said they were not thanked.

Suggestive selling can be very useful if not overdone. Suggestions should be made with the idea of helping the customer. They should be associated with the products purchased.

IMMEDIATE attention flatters a customer, even if you cannot wait upon him immediately. At least say "hello" and tell him you will be with him soon.

The speaker gave several examples of efficient sales psychology. Outstanding was the stationery store where the customer went in to spend 10c for a package of envelopes; came out with the envelopes, paper, ink, and a new fountain pen, at a total cost of \$2.50.

A progressive grain dealer will seek business. As guardians of their communities grain dealers will attempt to sell to their customers the things they need. They do folks a great favor when they sell them things they need. American farmers today enjoy an all-time high standard of living because grain dealers have sold them things that enable them to produce more and thus earn more.

Vitamin Merry-Go-Round

DR. R. M. BETHKE, Ohio State College, Wooster, discussed poultry vitamins. He pointed out that investigation of vitamins began less than a quarter of a century ago; and most of the progress in this field has come in the last decade.

He classified vitamins in two groups, according to whether they are soluble in fat or water.

POULTRY AND LIVESTOCK, he said, cannot live without vitamin A in some form. Two



Officers Ohio Farmers Grain Dealers Ass'n 1942. L. to R.: Judge C. W. Palmer, Defiance, treasurer; A. C. Patzer, Grove City, 2nd vice president; Charles S. Latchaw, Defiance, sec'y; O. J. Jeffery, Paulding, 1st vice president; A. P. Eier, Nevada, president.

forms are available, one colorless, as in fish oil, the other colorful as in yellow corn, and green grass. Either form is efficient for poultry.

A growing chick requires a minimum of 1,500 units of vitamin A per pound of feed consumed; laying birds, 2,500 units; breeding stock, 4,500 units.

The War Production Board has issued an order limiting vitamin A from fish oil to 1,000 units per pound of feed. The remainder must come from other sources. Effective date of the order is Apr. 10.

If the balance is made up of alfalfa, be sure it is green stock, high in carotene, altho color is not a completely safe index.

VITAMIN D is necessary to poultry. There are several forms. Fish oils are the most efficient for poultry. Any purchases of oil should be made on the basis of A.O.A.C. chick units. Activated animal sterols from reputable firms are also efficient.

VITAMIN E will prevent crazy chick disease, and increase hatchability of eggs. It is necessary to poultry, but is widely distributed in nature. The theory that wheat germ oil will control range paralysis has been exploded many times.

Vitamin K can be dismissed as a practical factor. It is very important but is widely distributed in nature.

AMONG WATER SOLUBLE vitamins the speaker listed the following:

Vitamin B is found in whole grains in sufficient quantities.

Vitamin G, or ribo-flavin must be included in rations to prevent curly-toe paralysis. The disease becomes manifest after a certain amount of growth. Hatchability requires vitamin G, 1,300 units minimum for baby chicks, 700 units for laying birds, 1,100 units for breeding stock. These are minimums. Common poultry feeds do not contain enough. Additions of milk products or distillery by-products are needed.

Pantothenic acid is adequate in the average poultry ration which is complete in other respects. The anti-gizzard erosion factor also is found in sufficient quantity. Choline enters into the picture to prevent slipped tendon or perosis, but is widely distributed in grains.

Vitamins H, S, R, U, the speaker ran thru quickly as still being in course of study.

The poultry producer needs to give prime attention to vitamins A, D and G. Watch sources of supply and be sure you get required amounts in your feed.

The speaker urged delegates to remember proteins, fats, fibers, and minerals. "No poultry feed," he said, "can be better than the ingredients from which it is made."

Where Are You Going?

REV. T. GUYER, Celina, O., gave an energetic address urging dealers to look ahead, plan for the future, grow close to the customers, and cooperate with each other.

National Legislation

RAY B. BOWDEN, St. Louis, executive vice-president of the Grain & Feed Dealers National Ass'n, spoke on legislative matters, pointing out that the present emergency makes all men brothers, burying factional differences in the larger cause. He urged all to conserve materials, offer their country all that they can, volunteer their services for civilian defense. "We need moral courage to save ourselves. We are fighting a struggle for existence; and we've got to fight."

Wages and Hours

FRAZIER REAMS, Toledo, director National Council of Defense, 5th Corps, talked earnestly on civilian defense, urged each to be prepared.

As attorney for the ass'n on wage-hour legislation Mr. Reams, explained that this form of regulation cannot be applied to farmers.

Exemptions have been broadened, he said, for the country elevators, because they are so closely related to agriculture. An elevator must have more than 10 employes before it classifies under the law. Maintain your business as nearly intra-state as possible to be sure you are safe.

Brief reference was made to filing of a \$10,000 suit in the federal court at Toledo against Napoleon Grain & Stock Co. for violation of the wage-hour law; by John Brubaker, discharged manager and 8 employes. This is a test case, backed by both ass'ns and many individuals to establish application of the law to Ohio elevators.

Wednesday Morning Session

PRESIDENT EIER presided at the third session.

B. A. WALLACE, Ohio State University, reviewed progress of farmers elevators in 1941. He said 34 identical companies did 34% more business than in 1940, but expense increased as well as profits. Elevators are offering more service than ever and it has paid. The gain in net profit was 78% above the year before. Accounts receivable decreased 17%. Some companies showed no decrease.

Mr. Wallace made comparisons of figures for 1936 and figures for 1941 to show last year was the best in 14 years.

Feed Law

S. E. LAYBOURNE, chief of the Plant Division, Columbus, said the Ohio feed law now requires that vitamin content of vitamin supplements be shown on tags and labels in A.O.A.C. chick units.

Fines for violations of the feed law are now placed in a rotary fund for use by the feed laboratory and law enforcement division.

Lack of funds in the past has prevented publishing an annual report of violations. Funds are now available and we'd like to know what kind of reports you want, said the speaker.

Reports on samples submitted and inspected have been made: 3,000 of them last year, 6,000 anticipated this year. "But we can't," said the speaker, "compete with the federal government for chemists. We are very much in need of two right now."

Mr. Laybourne suggested that those manufacturing feeds show on their tags "milk products" instead of dried skim milk or dried buttermilk and "fish oil" or "vitamin D oil" instead of specific vitamin carriers. Reason: shifts in formulas can be made under such labeling to use available ingredients as necessary under war conditions. It may not be possible to buy some ingredients used freely in the past.

Traffic Problems

CLARE B. TEFFT, Toledo, discussed complex and intensified traffic problems. "Confronting us again," he said, "is the possibility of car shortages."

"Car Service Order No. 68 is interpreted by some railroad authorities as applying on grain, but not on grain by-products. This is of major importance to country elevators and carload buyers. If the railroad sets a larger car than ordered, such car must be loaded to full visible capacity, or the rate demanded will be basis maximum load."

Both shippers and railroads and every other agency of transport will have to cooperate to move commerce. We must be fearful, said the speaker, that if we don't cooperate the government will take over. This would cost too much.

The 40-Hour Week

Two elevator operators debated the question "Resolved: We can successfully operate the country elevator on a 40-hour per week basis."

MARSHALL JENNINGS, Beaver Dam, took the affirmative. He said: "The world changes rapidly. Only a short time ago we had too much of everything. We had plenty of rubber, plenty of sugar, plenty of labor. To distribute work, labor resorted to the 40-hour week. This did not mean a man should not work longer, but it meant that 40 hours constituted a week's work. Longer hours simply meant payment of overtime. It is wise to follow the rules. It is good insurance. The exemption to the wage-hour law was meant for the farmer. It was not meant for elevators. It is true that farmers own elevators, but when grain leaves the farm and reaches the elevator it is in commerce."

"You don't have to change your systems. It is easy to work your men 60 hours a week. Simply figure your wage scales to match the requirements. I recommend that you get under the law. Pay a man the same weekly wage as you always have, but figure it so you pay for 40

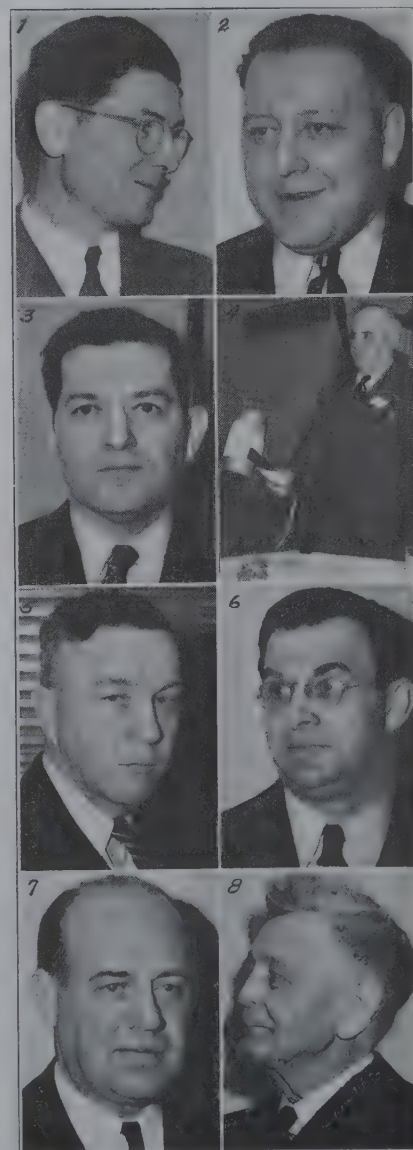
hours at one rate and 20 hours at time and one-half."

CHARLES GEORGE, McComb, took the negative. He said: "An elevator cannot get along on 40 hours a week; especially under war conditions. The law says you must not reduce the base rate of pay. If we follow this provision time and one-half means much higher wages for a 60-hour week. That is why we want exemption."

Several voices immediately supported Mr. George, contending the base rate cannot be reduced. This spirit followed thru the rebuttal. It left no doubt as to the winner.

Feed Bottlenecks

H. E. FREDERICK, Marysville, O., called attention to itinerant buyers who are going from farm to farm offering up to 15c each for burlap bags, and taking other bags at a discount. If a grain elevator offers less the



Speakers before Ohio Farmers Grain Dealers Ass'n: 1. Charles George, McComb, debated wage-hour law. 2. Ben H. Focht, Fort Wayne, Ind., explained sales philosophy. 3. H. E. Frederick, Marysville, reviewed material shortages. 4. President A. P. Eier, Nevada, presides with monstrous gavel. 5. Carl Berger, Sidney, urged repairing machines. 6. Dr. R. M. Bethke, Wooster, reviewed vitamins. 7. J. W. Huntington, Columbus, covered defense. 8. Marshall Jennings, Beaver Dam, affirmative for wage-hour debate.

farmer will think he is not being treated fairly. Some farmers are asking for feed in bulk if they can buy it at the proper discount. We must adapt ourselves to this condition.

Producers of vitamin oils are making arrangements to loan containers. The drums must be returned or the next order will not be executed.

Bone meal, meat scraps, tankage and fish meal have been placed under O.P.M. price ceilings to prevent a run-away market.

Shortages of supplies are found in molasses, which is limited to 50% of 1941 tonnage, gluten feeds, a few other items. We must anticipate our needs, probably at least 30 days in advance or we may be in a position where we cannot meet far-sighted competition. Car service enters into this picture. We need to order full carload lots whenever possible.

Milk products, can be purchased at a price, but dried skim milk and dried buttermilk are out of line with dried whey, which is replacing them. Liver meal and fish meal are scarce. The government does not allow fishers to stay out after dark.

Ribo-flavin concentrates are scarce. Large manufacturers have tied up much of the supply. Linseed meal is plentiful, as are millfeeds and oat products.

Machinery Priorities

CARL BERGER, Sidney, O., urged delegates to write to O.P.M., Priorities Division, Washington, for form PD-1A to establish priority for new machine units or replacements even if they do not expect to use them immediately. Machinery manufacturers must have a PD-1A or A10 ratings from customers on their orders or they will be unable to buy iron and steel. Look ahead on machinery orders, said the speaker. Forms interesting to grain dealers are PD-1A for new machines, P 100-A 10 for repairs, P 200 for new construction. "Save your scrap iron" said Mr. Berger, "and sell it to someone who can use it to make new machines, under priorities. If manufacturers do not get iron they cannot make machines. Currently scrap is being bought under price ceilings, at \$16 to \$20 per ton.

"Repair your machinery wherever you can. Take used machinery to fill your needs. We must conserve for the major cause."

Qualify Under Cooperative Law

O. J. WEIKER, Upper Sandusky, reviewed qualifications for elevators to meet state and federal cooperative laws, calling attention to income tax provisions for cooperatives. He mentioned that qualified companies have paid patronage dividends which have redounded to the benefit of business volume, and the customers have paid the income tax.

Some elevators cannot qualify, he admitted, because too great a portion of their business is done with townsmen.

The speaker warned that there will be many changes and new restrictions in income tax laws.

Resolutions Adopted

A. C. PATZER, Grove City, read the following resolutions, which were adopted unanimously:

Support in War

WHEREAS, a grave situation has arisen, plunging the nation into war which threatens the life, liberty and property of each of our citizens, therefore we pledge our full support and allegiance to the President of these United States, and all of our resources in order that he may be able to prosecute the war to a successful and speedy termination.

Wage-Hour Litigation

RESOLVED, that we as members of the Ohio Farmers Grain Dealers Ass'n, render our assistance, both financial and moral, to those companies which have become involved in litigation arising under the Wages and Hours Law.

Price Control

WHEREAS, the Federal Government is attempting to keep prices of all commodities from soaring to unreasonable heights, we commend these efforts to the extent that profiteering is eliminated, but we recommend that all prices be maintained so far as possible to keep such prices on a parity for all classes of industry.

Tuesday Afternoon Session

PRESIDENT EIER presided over the fourth and closing session.

Remaining convention delegates listened to reading of the minutes of the last convention, and to Sec'y Charles S. Latchdow's report on ass'n activities.

Election of Officers

ELECTION continued all officers for another year. They are: A. P. Eier, Nevada, president; O. J. Jeffery, Paulding, 1st vice-president; A. C. Patzer, Grove City, 2nd vice-president; directors C. W. Palmer, Defiance; George Grove, Rising Sun, and O. J. Weiker, Upper Sandusky. Hold-over directors are C. B. Krohn, Ney; L. C. Schmunk, and Wm. Bricker, Oak Harbor; W. G. Guscott, Olmsted Falls; N. G. Bennett, McComb, and George Perkins, Perryburg.

Adjourned *sine die*.

Buckeye Convention Notes

THE CONVENTION programs were also song sheets for community singing in which all delegates joined with a will.

LADIES were royally entertained with a luncheon and theatre party thru courtesy of the Ohio Farmers Grain Dealers Ass'n and the Toledo Board of Trade.

A DEMAND lull in the second session was the opportunity for O. J. Weiker, Upper Sandusky, to present President Eier with a handsome traveling bag, and a large red, white and blue gavel, with a sounding board to bang it on.

SOUVENIRS were monstrous yellow lead pencils, from E. G. Buchsieb, Inc., notebooks from Kasco Mills, bottle sealing stoppers from Norris Grain Co., "My Land of Liberty" containing patriotic utterances from champions of liberty, from Sidney Grain Machinery Co.

GENIAL AL SCHULTZ and his wife tarried almost too long in the Florida sunshine where they visited President Sam Rice of the Grain & Feed Dealers National Ass'n, at Miami. They brought their two-week coats of tan back to Toledo the day the convention opened. "Couldn't miss it," said Al.

REGISTRATION totaled over 600. Badges were furnished and the registration conducted by the Mill Mutuals, represented by J. W. Huntington, J. G. Svehia, L. H. Tope, G. N. Arnold, W. J. Bentz, and R. S. Castle. Over 100 grain elevator managers and owners were in attendance.

ENTERTAINMENT was the annual banquet and floor show the evening of the first day. Main course for the banquet was steak; principal entertainment was a floor show assembled by Paul Spohr, which was brought to a close just in time for the seated delegates to hear President Roosevelt's accounting of the state of World War II over the loud speakers. Dancing and a Dutch lunch followed.

MANY EXHIBITORS showed their wares. Among them were: Sidney Grain Machinery Co. (elevator machinery and equipment), Kasco Mills, Inc. (feeds), Edw. J. Funk & Sons (hybrid seed corn), The Nitrogen Co., Inc. (inoculants), National Lead Co. (linseed oil), G. E. Conkey Co. (feeds), Muntz-McLaughlin Co. (hybrid seed corn), Swift & Co. (feeds and fertilizers), Allied Seed Co. (field seeds), Ohio Farmers Grain & Supply Co. (a variety of side line items), R. F. Reid (seed cleaners, treaters, and Steinlite moisture testers), Woodville Lime Products Co. (calcium), Ohio Salt Co. (salt), Innis, Speiden & Co. and National Industrial Fumigant Co. (Larvacide, chloropicrin fumigant).

Attendance at Ohio Convention

FARMERS ELEVATOR managers and owners of country elevators (alphabetically, by towns): H. E. Huffman, Ada; R. M. Traught, Arlington; J. Paul Donley, Ashland; Leon Gove, Avery; Francis S. Brickner, Bascom; I. M. Jennings, Beaver Dam; Clyde M. Rudy, Bellevue; L. T. Kendall, Bowling Green; R. W. and H. F. Dachs, steiner, and Clarence E. Davis, Bryan; Harry Schiefer, Bucyrus; Ray Daugherty, Burbank;

J. A. Vore, Cairo; S. A. Wenner, Carey; H. E. Doud, Cecil; S. L. Warner, Circleville; W. G. Clemens, Defiance; V. Odenweller, Delphos; Fred A. Abbott, Delta; D. E. Ahrens, Deshler; T. R. Bostater, Edon; Ernest Hahn, Elery; Art N. Hochstetler, and Leon A. Ward, Findlay; Harry B. Lee, Fostoria; W. J. Meyer, Fremont;

C. S. Mills, Gettysburg; E. J. Tillie, Gibsonburg; Marion Borough, Grand Rapids; Merrett Potter, Green Springs; W. B. Howe, Grelton; "Boots" O'Brien, Greenville; A. C. Patzer, Grove City; W. H. Kemmer, Hamler; F. S. Callihan, and W. A. Whitman, Helena; Earl W. Laubis, Hepburn; H. Grover, Hicksville; W. M. Jackson, and Paul Meyer, Holgate; Henry J. Sprague, Hoytville; C. C. Craig, Hume; E. E. Hildman, Jenera; Edward J. Wendelin, Jewell; Fred W. Dierksbeide, Kenton; W. O. Loy, Kettlersville;

Elmer Ohlemacher, Kimball; George Gorsuch, and W. E. Harvey, Kirby.

Floyd E. Hiegel, George H. Moorhead, and P. O. Stotz, Leipsic; Paul G. Schneider, Lindsey; J. Ralph Thomas, Linworth; W. F. Schnitker, Luckey; Edgar M. Hieber, Lykens; H. E. Frederick, Marysville; C. W. Brea, Maumee; C. B. George, McComb; Fred W. Duncan, Metamora; Leo J. Cook, and Ralph H. Stolz, Monroeville; C. E. Frahl, Mount Blanchard; C. O. Young, Napoleon; A. P. Eier, Nevada; Charles B. Krohn, Ney; Ned M. Fry, New Washington;

C. L. Schmunk, and Wm. Bricker, Oak Harbor; W. H. Walker, Oberlin; Carl Holbery, Okolona; Howard J. Fry, Old Fort; W. G. Guscott, Olmsted Falls; W. C. Zuercher, Pandora; Owen J. Jeffery, Paulding; Carl R. Essex, Payne; Virgil Kohring, Pemberville; George E. Perkins, Perryburg; Maxwell Latham, Plain City; L. R. Forsyth, Rawson; C. L. Oakleaf, Republic; George C. Groves, Rising Sun; Clark Stimmel, Rudolph; J. C. Custerborder, Sidney; G. H. Smith, Sugar Ridge; A. B. Fleming, Swanton; Albert H. Horn, Tiffin; H. C. Burner, Tontogany;

T. M. Latham, and M. C. Schultz, Urbana; O. J. Weiker, Upper Sandusky; Charles F. Bostelman, Versailles; James McClintock, Wapakoneta; E. L. Underwood, Weston; Harold Read, West Salem; Darrell Dome, Wilmington; B. J. Burkett, Xenia; Orville Badertscher, Bluffton (Ind.); W. S. Pickard, Petersburg (Mich.).

Supply Trade

GRAIN ELEVATOR builders: A. Clemans, FUMIGANTS: Al E. Lundquist, and Harry E. Studier, Innis Speiden Co.

GRAIN and seed testing equipment: R. P. Reid, Seedburo Equipment Co.

BAGS: Tom L. Jones, Dan Kressler, Roy H. Ploeger, W. N. Brock, R. L. Schuster.

BUFFALO market representatives: Fred E. Haller, American Elevator & Grain Co.; F. E. Smith, Superior Grain Corp.

MANY SALESMEN and company heads from the supply trade discussed their wares. Classified according to products, they were:

SALT: Frank E. Thomas, R. A. Rodebaugh, Sid Marx, Wm. Orthey, D. L. Neff, Ted Dykhuis, John H. Hyde, Salty Walters, R. G. Bell, Bill Heckman, C. A. Corns, F. P. Kelly, W. A. Frye.

FERTILIZER: Roy G. Arndt, E. Eich, Walter H. Nessler, R. C. Repp, F. A. Symonds, Ray F. Bergman, Al F. Arheit, Lamar J. Meyer, W. G. Ellis, H. L. Studer, A. E. Wuertz, Emery Beindiech, Bob Henrick, W. D. Holloway, B. F. Beck.

MACHINERY: Carl Berger, and H. W. Miller, Sidney Grain Machinery Co.; O. W. Randolph, and H. E. Blackstone, Randolph Grain Driers; H. D. Pierce, Howe Scale Co.; C. A. Fogleman, Bethlehem Steel Co.; Ben Frevert, seed cleaners; Clark Wells, Fairbanks, Morse & Co.

SEEDS: J. G. Monfort and S. D. Light (O. & M. Seed Co.), J. B. McLaughlin, Wm. H. Stottlemeyer (Edward J. Funk & Son), Harry H. Kaillur, John S., and Seymour Hirsch, J. O. Barker, M. F. Neiswander, R. W. Vinson, Jack Ringlein, R. S. Burge, Walt Russow. Inoculants: W. H. Grubbs.

FEEDS and associated specialties, including soybean meal: Lee H. Gillespie, R. B. Alsbaugh, Robert Drackett, C. T. Ater, Charles L. Buchsieb, H. V. Cole, C. F. Condon, John E. Kropp, R. J. Kucklick, H. M. Fite, P. R. Langell, Harold Roling, Pete Turner, R. E. Shreder, V. E. Winans, L. W. Decker, Gale Moninger, C. A. Sixeas, H. D. Egle, B. A. Townsend, Geo. M. Brinker, E. P. Short, Al Helby, John G. Gerlach, F. W. Morehart, T. M. Valentine, R. E. Baer, G. W. Standish, Jim Zehr, H. A. Bame, R. L. Benne, C. P. Cline, Lewis Holland, J. A. Knieriem, Cecil M. Townly, C. O. Wessendorf, Watson N. Ley, F. W. Beatty, J. R. Wall, W. R. Palmer, Austin Rosenbach, Ben Focht, W. A. Seaman, G. W. Stander, Don Tawney, C. W. Devers, Ben Rawnley, F. L. Rivenburgh, E. W. Mills.

The Pacific Fiber Flax Ass'n has been incorporated by William A. Eastman, president; Edwin D. Socolofsky, sec'y, Carl A. Olson, treasurer, and others, to engage in processing flax fiber. Property has been acquired at Monroe, Wash., and is being remodeled for the new industry. Flax acreage will be increased in the Puget Sound region to feed the plant.

Wheat flour production was 9,283,069 bbls. in December in mills reporting to the U. S. Census Bureau, compared with 8,165,733 bbls. in the same month a year earlier. This is a record for any month since the Bureau started compiling monthly statistics in 1923. First six months of the current crop year show production of 661,773 bbls. more flour than in the same period a year ago.

Roadside Signs of Grain Dealers

Even the grain dealers do maintain prominent business institutions, with their tall grain elevators rising high above all other buildings in the average country town, and normal, logical assumption would presume that all possible customers know where the grain dealer is to be found and in what products he deals, such presumption overlooks the most important element in getting new business—the prospective customer's mind.

Planting of the thought of doing business with a specific institution in the mind of a potential customer is the purpose of advertising. Advertising works 24 hours a day for the good of the institution employing it and at every moment when a receptive mind and the advertising come together.

Many forms of advertising are obtainable. The tall elevator towering above other buildings is by its very presence a potent form of advertising. Conversations between farmers are potential sources of good or evil to the grain elevator. Country newspaper ads are excellent reminders of the services of the grain dealer and they win the influential endorsement of the editor. Direct-by-mail pieces arouse a response to special offers. Roadside signs, well-kept and bright looking, are constant boosters for business.

PREPARATION and placing of an effective, business-building roadside sign requires careful consideration of several advertising factors. The rules applying to other forms of advertising are the same rules that must be applied to roadside signs if they are to serve their purpose and justify their expense. These rules break into two main divisions. One concerns location of the sign; the other, the copy appearing on the sign.

LOCATION is comparatively simple. Obviously, the sign should be erected where it will be seen by the greatest number of potential

prospects. Aside from the fact that the best locations may have been taken already, those living and moving about in a given community and its trade area should spot automatically the best locations if they think of locations in relation to signs. Every corner crossroads, every bend in the road, every hilltop, every expanse which may be seen from different angles and from reasonably long distances becomes a distinct possibility if these fall in the line of travel pursued by the potential customers, especially if these potential customers are traveling in the general direction of the elevator. If the chosen locations are on private land, lease or rental arrangements for the signs should be made before the signs are erected.

Major costs in the erection of roadside signs rest in location rental expense, the material used, and the labor of erection and painting. This is out-of-pocket expense and does not necessarily have any direct relationship to the ability of the sign to boost business.

THE ATTENTION attracting value, and business building ability of a sign rests primarily on the copy, and the execution of this copy in the form that the potential customer sees. It might be said that 25% of the value of a sign is its location in the paths of potential customers, but 75% of its value rests on its ability to command attention, awaken interest, and direct the way to do business. The final real value lies in the volume of trade influenced favorably to the elevator thru the sign.

SIMPLICITY: Keep the sign simple. Modern travelers, farm folks included, speed along the highways so fast that their eyes will see and their minds retain only a few words in the brief space of time it takes to pass the location of the sign. Consequently, the message on the sign must be brief, the letters and pictures large and clear, and so contrasting with the background that they leave a strong and

favorable impression. An extreme of simplicity is just the name of the elevator in large clear type, as "Doe's Elevator" or "John Doe's Elevator." Such an extreme, however, conveys no information beyond the name. It fails to associate the elevator with the needs or wishes of the potential customer. To this extent it fails of its purpose.

ASSOCIATION: Customers are selfish. Each potential customer is concerned with his own little world, with the intimate desires of himself and his family first, and with the people and the products with which they are concerned. Notice among your customers how often the word "I" pops out. "I want to sell my corn." "I want a bushel of clover seed." "I want a sack of laying mash." The obvious answer is, "Alright. All you have to do is bring in your corn and take away our check for all the money the market will allow us to pay," or "Here is your bushel of clover seed. Give me so much money and the seed is yours."

The same terminology occurs to the mind of the potential customer in his private thoughts. An advertisement on a signboard should give him the same kind of prompt answer. So the sign is improved when words like "feed," "seed," "custom grinding," "fencing," "tile," "fertilizer," etc., are added. But do not add too many. The prospect's mind won't pick out the one that interests him if he is confused by many in which he has no interest. Confine the sign to major lines.

REASON: Slogans are excellent mediums thru which to give a customer a reason for calling at the elevator. So the copy is further improved with some readily noted comment like "Quick service for busy customers," or "Every sale must satisfy you." There are hundreds of possibilities along this line. It is important, however that the slogan selected have two major characteristics. It must have the customer's viewpoint, and it should be an euphonious selection of words that stick easily in the customer's mind.

These, then, are the major elemental parts of a good roadside sign: the name of the firm, the



Roadside Signs of Grain and Feed Dealers.

name of the product or products, and a reason for the customer taking his business to the dealer named. But there are other less obvious factors in the impression value of a sign, such as color, harmony, balance, and well kept appearance. These factors, quite apart from the wording of a sign, or its illustrations, leave a subtle impression of quality, prosperity, and pleasant customer-dealer relations when they

Price of Yellow Soybeans Will Be Supported

The Department of Agriculture has announced the terms of a loan and purchase program to be administered by Commodity Credit Corporation on the 1942 crop of soybeans. The program implements the announcement made Jan. 16, in connection with the 1942 production goals, that prices for yellow soybeans of high oil content varieties would be supported at not less than \$1.60 per bushel. Under the program CCC offers to make loans on farm-stored soybeans or to purchase soybeans stored in approved warehouses or delivered to designated delivery points.

The base rates at which soybeans will be purchased from producers at warehouse points or designated delivery points, will vary according to class, grade, and quality. Rates for classes I and II (green and yellow) will be \$1.60 per bushel for high oil content and \$1.50 per bushel for medium oil content; and rates for classes III, IV, and V (brown, black, and mixed) will be \$1.50 per bushel for high oil content, and \$1.40 per bushel for low oil content.

To be eligible for purchase, the soybeans must grade No. 4 or better, must have been produced in compliance with the AAA program, and must be owned by the producer, and must not be classed as weevily, musty, sour, heating, or have any objectionable odor. Grades below No. 2 will be purchased at the basis of discounts generally recognized by the trade. Purchases will be made through June.

In determining the classification for the base rate, the Official Grain Standards of the United States for soybeans shall be used. High oil content beans of the classes I and II shall be considered as beans having a fat content of not less than 17½ per cent on a 10 per cent moisture basis. All varieties approved by the State USDA War Board of U. S. Classes I and II (green and yellow) produced in the High Oil Content Area shall be deemed to be high oil content soybeans.

The High Oil Content Area is comprised of the States of North Dakota, South Dakota, Nebraska, Kansas, Missouri, Kentucky, West Virginia, Maryland, Delaware, and all States north and east thereof. Provision is made for the inclusion of other areas if evidence submitted by the producers indicates the beans produced to be of the high oil content standard, and similarly, areas will be excluded if determination by Commodity Credit indicates the beans are not of this type.

Medium oil content soybeans of classes I and II, under the terms of the purchase program, will be considered as all beans having a fat content less than 17½ per cent on the basis of 10 per cent moisture, which are produced outside the High Oil Content Area.

High oil content soybeans of classes III, IV, and V (brown, black, and mixed) shall also be determined on the basis of the official classification. Low oil content beans of classes III, IV, and V (brown, black, and mixed) will be those beans produced anywhere in the United States having fat content less than 17½ per cent, that are so classed according to the official standard. Provision is also made, however, for the low oil content beans to receive a higher classification if a determination on the basis of representative samples indicates the beans usually grown in the county to have a higher oil content.

are soundly considered in preparation of the sign.

COLOR attracts attention. Red, orange and yellow are warm colors. Blue, green and violet are cold colors. The visibility of cold colors is stronger than the visibility of warm colors. Harmonious mixtures of warm and cold colors build up contrast and visibility. The vividness of bright colors is increased by light backgrounds; reduced by dull, or dark backgrounds.

Color is symbolic. Violet is a royal color. Blue is dignified. Green is associated with spring, and new grass and is a very good color to express the viability of seeds. Red and yellow are warm, summery colors full of flowers and sunshine. The sharpest contrasts are built up by black and white. Color is most effectively used to attract attention and to brighten black and white.

HARMONY and balance in a sign create a pleasant impression. A painter is careful to keep his colors harmonious and the parts of his picture in proper relation to each other in both size and arrangement. Harmony and balance use contrasts to magnify each other, yet give an impression of a unified whole.

Proper balance considers well the proper relationship of the parts of the sign. Appearing boldly on the sign should be the company's name, for this should make a strong impression. Almost equally bold should be the major products handled.

APPEARANCE: A roadside sign should be kept bright and fresh in appearance, regardless of whether it makes use of color, or is simply black and white. Faded, chipped paint leaves a shabby appearance and creates an impression that the company owning the sign is shabby, ill-kept or careless. A well-kept sign, like well-painted buildings, creates an impression of up-on-its toes prosperity and quality merchandise.

Presented herewith are photos of a number of different signs used by grain dealers. Unfortunately, black and white photos cannot clearly convey an understandable impression of colors.

Canadian Wheat Price Upped

Canadian legislators have introduced in the House of Commons, a bill providing an initial price of 90c per bu. to be paid farmers in 1942-43 for wheat. This price would represent an increase of 20c per bu. over the 1941-42 payment by the Canadian government. It would be basis No. 1 Northern at Fort William.

The Wheat Board also has frozen all flaxseed stocks in mills and elevators.

Bulk Grain Storage Needed in Pacific Northwest

It took sixty million sacks to handle the grain and feed in the Pacific Northwest. The highest estimate of sacks possibly available for 1942 is 22,000,000; and it is expected that potatoes will get the first call on sacks because they cannot be marketed or stored in bulk without damage.

Result: A tremendous, sudden, even desperate need of bulk storage facilities. Practically all grain warehouses, both on the farm and at terminal markets, are built for sack storage. Foundation and floors will carry the weight, but the walls were not built to withstand the pressure of the bulk grain and seed.

A few steel bins will be available (present figures enough for less than one million bushels) and the rest of the job must largely be done by wood.

What must be done is double the number of soundly constructed economical wooden granaries, roadside bins, etc., for the men in a hurry. Small, ready built, easily moved granaries holding 500 bushels will soon be in heavy demand. —F. K. H.

Receiving Books

For Grain Buyers

Farmer's Deliveries. A convenient form for recording loads of grain received from farmers. Tare weight is entered immediately under gross to facilitate subtraction. Two hundred pages of linen ledger paper, ruled 20 lines to a page, thus accommodating 4,000 loads. Well bound in cloth, with keratol back and corners. Order Form 350. Weight 2¾ lbs. Price \$2.75, plus postage.

Receiving and Stock Book for keeping a record of each kind of grain received in separate columns, so buyer may easily determine total amount of any grain on hand. Size 9¼x11½, 200 pages, with a capacity for 4000 loads. Well printed on linen ledger paper, bound in cloth with keratol back and corners. Order Form 321. Weight 2¾ lbs. Price \$2.75, plus postage.

Grain Scale Book, a combined Journal and Receiving book. Each man's grain is entered on his own page. Both debits and credits are posted to the ledger. Contains 252 numbered pages and 28 page index, size 10¼x15½ inches, will accommodate 10,332 loads. Printed on linen ledger, bound in extra heavy black cloth covers, with keratol back and corners. Weight 5 lbs. Order Form 23. Price \$4.40, plus postage.

Grain Receiving Register is designed for recording the receipts of farmers' grain. Loads may be entered in consecutive order, or different sections of the book may be devoted to different kinds of grain. Book contains 200 pages of linen ledger paper, size 8½x14 inches, each of which is ruled for 41 entries, giving a total capacity of 8200 wagon loads. Well printed and substantially bound in full canvas. Weight 3 lbs. Order Form 12AA. Price \$2.80, plus postage.

Duplicating Receiving Book, designed to facilitate the recording of loads received from farmers. Book contains 225 leaves, size 12x12 inches with 33 lines each, perforated down the middle; the inside half of the leaf remains in the book, and the outer half with the same ruling printed on the reverse side, folds back over the inside half with carbon between. It may also be used by line agents in making daily reports. Check bound with canvas back, nine sheets of carbon. Weight 4½ lbs. Order Form 66. Price \$2.85, plus postage.

Grain Receiving Ledger, may be used first as a Stock Book by posting the receipts daily, weekly or monthly from some other portion of this book, or from any other scale book, giving a page to the grain handled; Second, as a patrons' ledger, by giving a full or half page to each patron; Third, pages may be used to enter each load of grain received in consecutive order under their respective headings. Contains 200 numbered pages with 41 lines to page, and a 28-page index, size 8½x13¾, ruled with the usual column headings, including Debit and Credit columns. Printed on linen ledger paper and well bound in black cloth sides with keratol back and corners. Weight 2½ lbs. Order Form 43. Price \$3.30, plus postage.

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Grain & Feed Journals

Consolidated

327 S. La Salle St.

Chicago, Ill.

Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

ARKANSAS

Arkadelphia, Ark.—Dallas Dalton has announced that he and several associates have purchased the entire interests of Cecil Cupp, James Hopgood, Joseph Callaway and H. E. Nelson, members of the firm which recently bought the idle plant of the old Arkadelphia Milling Co. The mill, owned for many years by the Adams families and other stockholders, all of Arkadelphia, and which prospered for 30 years, finally succumbed to the depression in the early thirties. T. R. Van Boskerck and associates of New York City negotiated with the trustees for the unit in 1936, sent a manager to Arkadelphia and overhauled the machinery at a cost of \$5,000. But the members of that firm had a disagreement and turned the property back to the trustees. When Mr. Cupp and associates bought the mill in the summer of 1941, it entered into a contract with the Commodity Credit Corporation for the storage of 100,000 bus. of wheat, which was placed in the concrete bins.—J. H. G.—The Arkadelphia Milling Co. is increasing its common stock from 1,200 to 2,000 shares, p. v. \$25 each.

CALIFORNIA

Norwalk, Cal.—Buildings of the Coast Grain Co. were badly damaged by fire Feb. 22, that appeared to have started in the milling room of the large corrugated feed storage building. The grain concern, owned by Adolph Weinberg of Ontario, supplied feed for thousands of milk cows in the area. The loss, estimated at \$100,000, is partially covered by insurance.

Puente, Cal.—Clayton C. Stafford, 54, was fatally injured in an unusual accident on his mill property recently. He started to drive away from the mill in his automobile but the wheels became stuck in railroad tracks on the property. He attempted to drive off the tracks but the car plunged ahead and crashed into an empty truck, causing injuries that resulted in his death several days later at St. Luke's Hospital, Altadena. Mr. Stafford was a resident of Altadena.

Corcoran, Cal.—Elmer C. von Glahn, owner of the Central Valley Warehouse & Milling Co., will build a \$40,000 additional elevator which will increase the grain handling capacity of his plant from 85 to 175 tons per hour, or 35 carloads per day. The Hopper Machine Works has the contract and construction work has started. All the latest improvements in grain handling methods will be embodied in the new equipment to be installed. Included in machinery installations will be a cleaner with from 600 to 1,000 bus. per hour capacity; a sack sewing machine; automatic weight recording scale; and a three-way unloading pit with hydraulic truck hoist. There will be three bins each of 250 tons capacity in the new elevator, the site of which is directly across the railroad tracks from the present one.

CANADA

Vancouver, B. C.—John P. Macaluso, connected with the grain business here since 1926, is leaving for New York, N. Y., soon, where he will make his future home. Mr. Macaluso served first as joint manager for L. Dreyfus & Co. of New York and Paris, and after the outbreak of the war in the same capacity for Leval & Co.

Winnipeg, Man.—The Canadian Wheat Board has fixed the following as a maximum charge that may be made for recleaning service, per bushel: Wheat, 15c; oats, 12c; barley, 16c; rye, 16c; flaxseed, 25c.

Winnipeg, Man.—The Manitoba legislature has unanimously passed a resolution asking the Dominion government to put into effect a minimum price of \$1 a bushel for No. 1 Northern wheat in store at Ft. William and Port Arthur. A flood of letters and telegrams demanding the "dollar wheat," and revision of the federal wheat policy, is being directed at Ottawa. It was said some of the communications from western farmers sent to federal cabinet ministers carried the threat of a farm strike unless Ottawa acted speedily on western demands as voiced by the delegation that recently visited the Dominion capital. In a letter to Prime Minister Mackenzie King, John W. Corman, mayor of Moose Jaw and a member of the delegation which went to Ottawa seeking dollar wheat, wrote: "It is felt the initial payment for wheat at 90 cents instead of a dollar will be an evasion of the issue. Ninety-cent wheat cannot be justified on the principles applied by the government to other war industries and economic groups."

COLORADO

Grand Junction, Colo.—New and improved milling machinery is being installed at the Colorado Milling & Elevtr. Co. plant, and all machinery of the mill and elevator overhauled. A large truck scale was installed and the mill and elevator buildings painted.

ILLINOIS

Shipman, Ill.—The Shipman Co-op. Elevator recently installed a Kelly Duplex Chain Drag.

Quincy, Ill.—L. N. Crippen, formerly of Harlan, Ia., is a new employee in the local Mormon Feed Co. office.

Hudson, Ill.—Woodrow Thomas, assistant manager of the Hudson Grain Co., has been inducted into military service.

Carlyle, Ill.—Huegeley Milling Co. has leased the Louis Breckmeyer feed mill and has placed Laverne Hustedde in charge.

Lostant, Ill.—The Gentert Farms Seed Co. has installed a new separator and will clean all seeds and reduce the growth of weeds.

Cissna Park, Ill.—Albert Hofer recently sold an interest in his firm to Elmer S. Roth, and the business is now operating as Hofer & Roth.

Pleasant Hill, Ill.—Barton & Lemmon have a most attractive new office, new warehouse and large truck scale so as to weigh correctly large truck loads.

Pekin, Ill.—The Farmers Grain Co. has greatly improved its facilities for loading grain on barges and made a number of improvements costing in the neighborhood of \$13,000.

El Paso, Ill.—T. W. Wollenschlaeger is manager of the elevator recently leased from C. C. Kingdon by Messrs. Cole and Wrigley of Peoria. He has moved his family here from Lacon.

Cooksville, Ill.—The Cooksville Grain Co. had such an excellent business last year it is now arranging for a modern office with every convenience and a truck scale that will accurately weigh the largest load.

Middletown, Ill.—Vernon Cutright, who has been managing the Fernandes & Co. elevator at Croft for several years, is temporarily in charge of the local elevator. Adam Winterbauer has been local manager for more than 10 years.

Ianark, Ill.—The Farmers Co-operative Ass'n has installed a fully enclosed type motor replacing the old gas engine formerly in an attached power house. This will not only reduce the fire hazard of this plant but will increase its convenience.

Woodhull, Ill.—Wesley Larson will replace Wilbur Johnson as elevator man at the Woodhull Grain Elevtr. Co. elevator, Mr. Johnson to enter the army service. George Bloomberg, manager, was re-appointed for another year at the recent annual meeting.

Bentley, Ill.—Henry Harberts, who is employed at the Bentley elevator, was seriously injured Feb. 24 when, while grinding corn, he got his right hand caught in the cogs of the machine. He was rushed to a hospital at Kookuk, Ia., for treatment.—P. J. P.

Pontiac, Ill.—John Waker is soliciting subscriptions to the GRAIN & FEED JOURNALS CONSOLIDATED without authority from its publisher and without reporting to it. Avoid paying money to strangers. Endorsing publishers name on back of check without authority is forgery—a penitentiary offense.

Mt. Carroll, Ill.—The elevator of Colehower Bros. had a narrow escape from the flames recently, but the vigilance of neighbors saved it, altho the depot across the track was completely consumed. Continued usefulness of this elevator must be credited to the vigilance of persons interested in the welfare of the community.

Edinburg, Ill.—A traveling solicitor claiming to represent the Associated Trade Press, 9 So. Kedzie Ave., Chicago, Ill., recently solicited a subscription to the GRAIN & FEED JOURNALS and collected \$5.00 without any authority from us and without reporting to us. He issued subscribers' receipt No. 4336 for three years' subscription to the Northwestern Miller. If grain dealers approached by strangers would insist on having some identification or certificate of authority from the solicitor it would no doubt save them much money. A check made payable to the Journal you wish might save you from loss as forgery is a penitentiary offense.

Beware!

Notwithstanding we have frequently warned our readers of the sharp practices of unauthorized subscription solicitors, a number of swindlers using different names, but having no certificate of authority from us, continue to collect money for the Journals without ever being in our employ or having authority to represent us in any capacity. Calling on grain dealers, they always know that your subscription has expired and urge an immediate renewal for a long term. Your bank should credit your account with all forged checks and return them to the agency presenting them for payment. Any information which will assist in stopping the swindling practices of these sharpers will be most gratefully received.

Grain & Feed Journals

CONSOLIDATED

CHARLES S. CLARK, Mgr.

CHICAGO NOTES

Danville, Ill.—The Lauhoff Grain Co., manufacturer of industrial cereals, will begin operation here about June 1, Howard J. Lauhoff, operator of the company, stated. The company will produce a corebinder, which is a moulder's flour used in foundries, along with a brewers' cornflakes and toasted cornflakes, the latter used as a base for dry dog food.

Niantic, Ill.—George Jacobsen, 89, died in the Decatur and Macon County Hospital Feb. 16 after an illness of two weeks, one week before he would have celebrated his ninetieth birthday. Mr. Jacobsen was a well known grain dealer and elevator operator. In 1890 he bought the Niantic elevator, two years later entering into a partnership with J. F. Beall. They developed several grain elevators in various central Illinois towns.

Kewanee, Ill.—Frank W. Schafer has purchased the local branch of Schafer & Sons and plans the manufacture of cultural yeast for stock feed at the plant. Fred Rice of Springfield will manage the plant, with John Brunner, formerly of Springfield, assisting him. Mr. Schafer formerly was in charge of the manufacture of yeast at the Schafer & Sons Springfield plant. He has established a branch office and warehouse at Monmouth, Ill.

Galesburg, Ill.—A. W. "Lon" Treffer, who for the past 22 years has traveled northern Illinois and at one time eastern Iowa and parts of Indiana for Swift & Co. Animal Feed Department, died Feb. 21 at the Cottage Hospital. Probably no other feed salesman in northern Illinois was better known or more highly regarded than "Lon" Treffer. Funeral services were held here and many feed manufacturers and elevator men from central Illinois were in attendance.—S. D. H.

Gibson City, Ill.—Tom H. Allwein, in addition to his duties as traffic manager of the McMillen Feed Mills here, has been promoted to the post of bean buyer. Ralph Kail has been promoted to plant manager, succeeding I. T. Kendall, who has gone to Bowling Green to operate an elevator and feed mill. Don Baughman, who was office manager of the Master Feed & Seed Co. at Alliance, O., an affiliate of the McMillen industries, has been transferred to the local office, to be in charge of the order and credit department.

J. S. Brown, manager of the Transportation Department of the Board of Trade, has been confined to his home recovering from an attack of intestinal influenza.

D. J. Bunnell, vice president and manager of the Chicago offices of McMillen Feed Mills and Central Soya Co., Inc., Mar. 2 was elected to the Board of Directors of these companies.

Wm. B. Bosworth, assistant sec'y of the Board of Trade, who has been seriously ill in a hospital for several weeks, has recovered sufficiently to spend a week or ten days recuperating at Miami Beach.

The grain com'te for the Board of Trade for the current year is made up of L. D. Godfrey, C. E. Bostrom, J. J. Coffman, W. H. McDonald, R. A. Gerstenberg, E. R. Bacon, Jr., J. O. McClintock, Frank Haines, Wm. Enke, Jr., K. B. Pierce.

The following were admitted to membership in the Chicago Board of Trade recently: Adrian M. Howard, Minneapolis, Minn.; Milton McGreevy, Kansas City, Mo.; Reuben P. Andreas, Cedar Rapids, Ia.; Waldo H. Logan, Philip M. Devito, Chicago; Paul L. Lang, Jules Fribourg, New York City, N. Y.

George A. Seaverns, 78, formerly a resident of Lake Forest, Ill., well known grain elevator operator for many years as Seaverns & Co. until his retirement in 1932, died at Nokomis, Fla., Mar. 5. Mr. Seaverns at one time was employed by the Armour Grain Co. He became a member of the Board of Trade in 1907, remaining an active member of the Exchange until his retirement. Mr. Seaverns is survived by his widow and two sons, Louis C., and George A., Jr.

INDIANA

Brook, Ind.—Peters Bros. have installed a new ton Kelly Feed Mixer.

Crawfordsville, Ind.—The Gray Agricultural Supply Co. building, Harold L. Gray owner, was badly damaged by fire Feb. 16.

Bunker Hill, Ind.—The Bunker Hill Elevator recently installed a Kelly Duplex 1½-ton capacity Vertical Mixer with motor drive.

Scottsburg, Ind.—The Scottsburg Feed Store recently was purchased by M. N. Hardy & Son, who heretofore have owned and operated the small local flour mill.

Azalia (Elizabethtown R. F. D. 1), Ind.—Walter Kreinhagon and Paul Galbraith have purchased the Azalia Elevator. Mr. Galbraith will continue as manager.

Mt. Vernon, Ind.—Al Miller has succeeded Alfred W. (Dutch) Wehr as traffic and billing clerk at the Home Mill & Grain Co. Mr. Wehr has entered military service.

Medaryville, Ind.—The Medaryville Co-operative Co., which has been managed by Ralph Kroft since last October, has installed a new Gruendler Hammer Mill with 50-h.p. motor.

LeRoy, Ind.—The LeRoy Grain Co., Inc., has been incorporated by Walter H. Aiman, Ralph Kauffman and James Bacon, to do a feed and grain business; 250 shares of \$100 par value.

Arcadia, Ind.—Walter McConnell has been appointed manager of the local elevator of the Cicero Co-operative Elvtr. Co. Carl Buzan, manager of the company's elevator at Cicero, has been in charge of the local business also, and directors of the company thought it was too much work for him to handle.

Wolcott, Ind.—The Farmers Co-operative Co., managed by Paul Dawson, has bought a 20-h.p. motor and a John Deere warehouse corn sheller, which will be installed as soon as some minor electric fittings can be obtained.

Remington, Ind.—The 4th annual soybean show sponsored by the Remington Service Club, and heretofore developed thru the attention of Everett Dailey, manager of the Farmers Co-operative Co., attracted 283 farmers this year.

Berne, Ind.—The Berne Equity Exchange installed some new grinding equipment which included two hammermills complete with collectors, motors, starters and also a ton vertical mixer, all furnished by the Sidney Grain Machinery Co.

Auburn, Ind.—Harold E. Yoder, manager of the Co-operative Mills, Inc., has been appointed to the Wage & Hour Grain Com'te. The com'te was appointed by Thos. W. Holland, administrator of the Wage & Hour Division, U. S. Dept. of Labor, to recommend a minimum wage for workers engaged in handling and processing of grain in conjunction with milling operations.

Ft. Wayne, Ind.—The Northeastern Indiana Hay & Grain Dealers Ass'n held its regular dinner meeting at the Wayne Hotel the evening of March 9. A round table discussion on local and terminal markets was held followed by an address by Edwin H. Koenemann, a C.P.A., his subject, "Taxes and More Taxes." The question of proper opening and closing hours for the country elevator was a topic considered with the aim to standardize these hours.

Indianapolis, Ind.—New members recently enrolled by the Indiana Grain Dealers Ass'n include the following: Spencerville Elvtr. Co., Spencerville; Mooresville Mlg. Co., Mooresville; L. J. Schuster Co., Toledo, O.; Valparaiso Feed Store, Valparaiso; The Williamsburg Elevator, Williamsburg; Broms Grain Co., Broms; Guingrich Grain Co., Wolcott; American Elvtr. & Grain Division (Russell-Miller Mlg. Co.), Buffalo, N. Y.—Fred K. Sale, sec'y.

Indianapolis, Ind.—The Acme-Evans Milling Co., which purchased the local holdings of the Noblesville Milling Co., conveyed part of the property to the Bankers Trust Co., of Indianapolis, as trustee. Only real estate north of Mulberry St. is involved, the property of the Indiana Elvtr. Co., consisting of the old elevator, the concrete tanks and any of the real estate or improvements south of Mulberry St. What formerly was the old flouring mill and office building was included in the conveyance. Don Jenkins, who has been manager of the Noblesville Milling Co. for many years, has been in charge of the property, and it is understood will continue with the Acme-Evans Co. as local manager.

Fort Wayne, Ind.—George C. Thomas, plant manager of McMillen Feed Mills and Central Soya Company, Inc., at Decatur, Ind., since 1934, Mar. 2 was elected vice president of both these companies. Mr. Thomas will direct sales of all soybean oil meal and supervise ingredient purchases for the three feed mixing plants of McMillen Feed Mills. Roy Hall, who joined the McMillen companies in the fall of 1935 under a five-year contract which has recently expired, resigned as the president of the companies. He retains his position as a director of both companies. Mr. Hall has expressed no immediate plans for the future. D. W. McMillen, founder of these companies, was elected to the presidency, which office he will hold in addition to that of chairman of the board.

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Clay City, Ind.—Isaac F. Geabes, 86, for many years associated with his brother in the Geabes Milling Co., died recently at the home of a son in Albion, Ill., after a short illness.—W. B. C.

IOWA

Yorktown, Ia.—John H. Gwynn, 85, retired grain merchant, died at his home Feb. 24.

Lime Springs, Ia.—Terry Babcock of Matawan, Minn., is new manager of the Hunting Elvtr. Co. elevator, succeeding Joe Grimm.

Sheldon, Ia.—The Farmers Co-operative Ass'n did \$347,149.83 worth of business during 1941, according to Bert Struyk, manager.—F. E.

Riverside, Ia.—The Piper Grain & Milling Co. is collecting scrap iron, paying cash for all scrap metal brought to it, to aid the defense program.

Marble Rock, Ia.—The Farmers Co-op. Elvtr. Co. re-elected Mayne Spaulding as manager of its elevator for another year, and Don Krambeer, assistant.

Farnhamville, Ia.—Henry F. Dohrman, 68, who operated an elevator here several years ago, died of a heart attack at his home here Feb. 26.—A. G. T.

Rock Valley, Ia.—The Farmers Elvtr. Co. has installed a utility flax cleaner at its elevator. A separator and seed treating machine will be installed this spring.

Dunbar, Ia.—William Jackson was hired as manager of the Co-operative Elevator for another year at the recent annual meeting. Frank Wheeler is second man.

Matlock, Ia.—Fred Beldt was re-elected pres. and H. J. Eriert, sec'y-treas. of the Farmers Elvtr. Co. of Matlock at the annual meeting here. John A. Huibregtse is manager.—F. E.

Fort Dodge, Ia.—Vitamized Feed Co. dealers held an enthusiastic meeting here Mar. 2, when problems pertaining to the feed industry were discussed. James Ryan McCue addressed the group.

Randolph, Ia.—Harry Schroeder of Tabor has purchased the Farmers Elevator here. Edwin Stanley, who has assisted his father, J. R. Stanley, in operating the business, will be in charge.

McClelland, Ia.—J. M. Sproul, formerly manager of the Loveland Elvtr. Co.'s elevator at Bentley, has been transferred here to manage its local elevator following the resignation of Lester Day.

Inwood, Ia.—Norman A. Groenenboom has been named manager of the Quaker Oats Co. elevator to succeed the late W. H. Klein. He has been in the employ of the company for the last two years.

Sidney, Ia.—Jerry Monaghan has resigned as operator of the Wilson Grain Co. elevator, effective Mar. 1, and will engage in farming. A. L. Hagenberger of Lincoln, has succeeded him at the elevator.

Perry, Ia.—Fazel's Feed Store held its farmers-business men's dinner at the Legion hall the evening of Mar. 5. Production in relation to wartime needs was the subject discussed by two well-qualified speakers.

Quimby, Ia.—Lester Day, who recently resigned as manager of the Loveland Elvtr. Co.'s elevator at McClelland, Ia., was appointed manager of the Quaker Oats Co. elevator here. He began his work Mar. 1.

Scotch Grove, Ia.—Richard Naylor, former manager of the Farmers Grain Co., now is a sergeant in the Marine Corps and is on guard duty at the Navy Pier in Chicago, having recently been transferred from the Marine Base at San Diego, Cal.

Mt. Pleasant, Ia.—The Western Grain & Feed Ass'n held a regional meeting here on Feb. 25 and at Iowa City on Feb. 26. Both were dinner meetings with C. Graddon Swanson, sec'y, presiding. The new wheat program and government storage contracts were subjects discussed.

Atlantic, Ia.—Frederick Brown has opened the Atlantic Feed, Seed & Grain Co. in the C. F. Dunham warehouse and office building, with Mr. Dunham as manager of the business. Mr. Brown is representative of the Dannen Grain & Milling Co. in northeastern Missouri and southwestern Iowa.

Independence, Ia.—The Wapsie Valley Feed Co. has entered the retail feed business. It has installed complete facilities for custom grinding and feed mixing. Besides carrying its own brand of various feeds it will handle all standard ingredients. It has completely modernized its plant in the old Illinois Central freight depot. L. E. Ogdehl is manager.

Baxter, Ia.—Al Nuzum, of Marshalltown, has purchased the Baxter mill from Calvin Noah, administrator of the August Hager estate, which was operated by Mr. Hager for 46 years prior to his unexpected death a year ago. The mill will handle Honeyfeed feed products and continue to grind and mix feeds and hull oats for customers. Loren Gearhart will be in charge of the business.

Alleman, Ia.—The Farmers Co-operative Elvtr. Co. entertained the board members and employees at a dinner meeting at the B. & F. cafe recently. Talks were made by managers of the company's elevators and an electric alarm clock was presented Bon Heggen, who was employed by the company for seven years prior to recently accepting a position with the Russell-Miller Milling Co. at Des Moines.

Lone Tree, Ia.—The Lone Tree Farmers Exchange entertained about 275 farmers of the territory at a dinner in Nielson Hall recently. G. A. Kent, of the Mississippi Valley Grain & Feed Co. of Muscatine, gave an address, his subject, "The Relation of Corn Belt Farmers to the War." Ralph Wells of Waterloo talked on animal nutrition and answered questions his hearers asked. Frank Hoskins, manager of the Exchange, was in charge of arrangements for the dinner; C. Urban Kelly, of the Mississippi Valley Grain & Feed Co., acted as master of ceremonies for the program.

Waterloo, Ia.—Bond E. Lane, who has managed Lamson Bros. & Co. branch office here, for several years, was recently called to the colors. He had a reserve officer commission of first lieutenant, and reported March 1 for duty at Ft. Leonard Wood, Rolla, Mo. Paul Van Horn, asst. manager of the Cedar Rapids office, will succeed Lane for the duration.—A. G. T.

Iowa Falls, Ia.—The capacity of the soybean processing and storage plant built here recently by the Ralston-Purina Co., is being doubled, total storage capacity, when completed, to be 600,000 bus., and soybean meal capacity of the plant increased to about 250 tons a day. The first unit was of the expeller type while the unit now under construction will be for the solvent process meals. Jones-Hettelsater Const. Co. has the contract.

Spencer, Ia.—Representatives of 28 co-operative elevators in 12 northwest Iowa counties met here recently to discuss the proposed construction of a co-operative soybean processing plant to handle soybeans from this entire section of the state. A com'te was appointed, composed of George Rohr, Paullina; R. J. Sherman, Wesley; Leonard Holden, Ashton; Bert Struyk, Sheldon, and R. W. Jurgens, West Bend, to fully investigate prospects for the proposed construction, and report later, on its findings. Earlier in the month a meeting of co-operative elevator, creamery and oil men at the Tangney Hotel considered the same proposed construction, and appointed a com'te to look into the subject.

Des Moines, Ia.—The delegation from Iowa that laid their arguments for corn alcohol plants "where the corn is" before federal officials, has been advised it has been blocked in its efforts to obtain new corn alcohol plants for the state, altho millions of bushels of corn will be shipped from the heart of the corn belt to eastern and southern distillers for manufacture into alcohol for explosives. Inability to obtain priorities on copper and distilling machinery was one reason advanced, making it impossible to construct new plants. Senator Guy M. Gillette (Dem., Ia.) is pressing for a senatorial investigation into charges that alcohol and petroleum interests are stifling construction of new plants. Possibility of the manufacture of rubber from corn alcohol, in competition with petroleum, is involved in this proposed investigation.

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KANSAS

Stafford, Kan.—The Independent Co-operative Elevator equipment is being repaired.

Garden City, Kan.—The Western Terminal Elvtr. Co. elevator was damaged slightly by recent high winds.

Lindsborg, Kan.—David L. Peterson is associated with the Lindsborg Milling & Elvtr. Co., taking up his new duties in the mill office in February.

Lancaster, Kan.—The Atchinson County Farmers Union Co-operative Ass'n pressure tank exploded on Feb. 17 when the relief valve on the tank failed.

Sylvia, Kan.—The Consolidated Flour Mills Co. recently purchased the W. B. Fee Oil Service station and will operate it in connection with its grain business.

Rosalia, Kan.—It is understood that J. B. Marshall of the J. B. Marshall Grain Co. will rebuild his elevator and warehouse, destroyed by fire early in February.

Lawrence, Kan.—The Bowersock Mill & Power Co. has erected a 36 ft. pole on the high roof of the tempering building from which a 9x15 ft. American flag flies. At night flood lights shine on the flag.

Salina, Kan.—Austin Morton, formerly of Yukon, Okla., has been named divisional sales manager for the Central States for the Shellabarger Mill & Elvtr., his territory including Illinois, Indiana, Ohio, Michigan and Wisconsin.

Dodge City, Kan.—Plans are going forward for the annual convention of the Kansas Grain, Feed & Seed Dealers Ass'n, to be held here May 11 and 12. A program of special interest to all grain and feed men is being arranged and topics of immediate and great importance to the trade will be discussed by able speakers.

Wichita, Kan.—Bernard Megaffin, manager of the grain department for General Mills, Inc., P. E. Robert, manager of the Wichita branch of Sears Roebuck & Co., and Sam P. Wallingford, president of the Public Terminal Elvtr. Co., recently were appointed on a com'te to represent Kansas Wheat Improvement Ass'n in the Wichita area.

Manhattan, Kan.—Dan D. Casement wired Senator Arthur Capper of Kansas to the effect that Capper and the state delegation in the house of representatives "would suffer defeat in the coming election unless they bestirred themselves to prevent plowing up of volunteer wheat growing on 2 million Kansas acres." Casement branded the federal order to destroy the grain as a "crime against humanity, perpetrated by the A.A.A."

KENTUCKY

Louisville, Ky.—Charles H. Callahan, 93, retired grain dealer, died Mar. 3. In ill health a year, he was injured Thursday in a fall at his home. Descendant of an early-day Louisville family, Mr. Callahan was the son of James and Mary Jane Callahan. After attending the public schools, he entered the feed business at an early age. In 1878 he and his father built a grain elevator and established the grain, feed, and flour concern of Callahan & Sons. He had been retired 20 years. He is survived by two brothers, R. Lee Callahan, now president of the milling firm, and Earl Callahan, and three sisters.—A. W. W.

Louisville, Ky.—The S. Zorn & Co. firm has been sold to the Indiana Grain Co-operative of Indianapolis and will be operated under the name of the Gold Proof Elevator.

Lexington, Ky.—The Lexington Roller Mill was prevented from operating for several days recently when fire that started on the second story of the plant badly damaged the main electric motor.

LOUISIANA

New Orleans, La.—W. Noel Adams, 61, former president of the Arkadelphia Milling Co., Arkadelphia, Ark., and for two terms president of the American Corn Millers Federation, died here recently, following a long illness. Mr. Adams was executive general agent for the Louisiana & Arkansas and the Kansas City Southern railways at the time of his death.

MICHIGAN

Howell, Mich.—The H. W. and C. A. Peavey warehouse was damaged by fire Feb. 20, started by boys smoking.

Tekonsha, Mich.—Earl Randall, local miller, has been confined to his home because of illness for almost a year.

Vermontville, Mich.—The Citizens Elvtr. Co. has installed a one-ton capacity Vertical Feed Mixer, Kelly Duplex, with belt drive.

Charlotte, Mich.—The Farmers Elvtr. Co. employees voted 100 per cent for payroll deductions for the purchase of defense bonds and stamps.

Pigeon, Mich.—The Co-operative Elevator on Feb. 24 showed a moving picture of the development of hybrid seed corn which all farmers of the community were invited to view.

Flowerfield, Mich.—Joseph Smith, Henry Ford's personal miller over a period of the last nine years, has purchased the old grist mill here, buying out the interest of Henry Rettman. He will continue operation of the mill.

Gladwin, Mich.—Fire destroyed the north grain elevator and several small buildings of Charles Wolohan, Inc., the night of Feb. 28. The elevator was filled with grain. The loss was estimated at \$50,000 with partial insurance.

Ithaca, Mich.—Fire completely gutted the federal egg grading rooms of the Ithaca Elvtr. Co. early Feb. 18, and for a time threatened the entire elevator. The blaze is believed to have originated from defective wiring in the candling room.

Lansing, Mich.—County A.A.A. com'itemen are making a survey of commercial grain storage capacity in the state to "co-ordinate movement of the 1942 crops to market with the fewest possible bottlenecks," Clarence W. Swanebeck, acting chairman of the Michigan A.A.A. announced recently.

Saginaw, Mich.—War and its effect on agriculture was the principal theme of the recent midwinter meeting of the Michigan Bean Shippers Ass'n at the Bancroft. The sessions opened with a banquet the evening of Feb. 6 when Leo V. Card, state commissioner of agriculture, and Naseeb G. Damoose, director of public service for the city of Battle Creek, were the main speakers. U. S. Judge Frank A. Picard was toastmaster. The address of welcome was by Charles W. Haensel, sec'y of the Board of Commerce, and Leo D. Cline, president of the Bean Shippers Ass'n, responded. Business sessions were held on Feb. 7.

MINNESOTA

Hancock, Minn.—The Taplin Grain Co. recently installed a new Super 49 DB. cleaner.

Burr, Minn.—The Farmers Elvtr. & Supply Co. recently installed a new Super 49 DB. cleaner.

Argyle, Minn.—McCabe Bros. recently installed a new seed cleaner in their elevator of which Jos. Coninx is manager.

Luverne, Minn.—A meeting was held recently by stockholders of the Farmers Co-op. Elvtr. Co., to act on a resolution to reorganize the ass'n.

St. Paul, Minn.—P. B. Beidelman, freight traffic manager of the Great Northern Railway Co., retired on Feb. 1 after 42 years of faithful and efficient service.

Lawndale, Minn.—Ole Carlsrud, manager of the Farmers Elevator, is having his office revamped and lined with masonite. The J. H. Fisch Co. has the contract.

Hayfield, Minn.—The Nemitz Elevator has installed a new 25-ton scale. The indicating beam will be placed inside the office, for which reason the office is being remodeled.

Chokio, Minn.—The Peavey Elevator's mill and mixing plant here has been completely remodeled and enlarged and was recently put in operation. W. M. Clark is local manager.

Litchfield, Minn.—Approval for construction of a dried skim milk plant here by the Land O' Lakes Creameries, Inc., has been announced by Agricultural Marketing Administration at Washington, D. C.

Milaca, Minn.—One of three dried skim milk plants to be constructed by the Land O' Lakes Creameries, Inc., will be located here. Approval for the improvement has been given by the Agricultural Marketing Administration at Washington, D. C.

Pipestone, Minn.—Charles Vanderberg, who managed the Farmers Co-operative Elevator for the last 11 years, has resigned. Alfred Hauglid, who has been assistant manager for the past eight years, has succeeded him. Earl Liester has been made assistant manager.

Jackson, Minn.—The Farmers Elvtr. will move its west elevator up to its main central elevator and connect the two buildings with a large feed storage warehouse between. The J. H. Fisch Co. has the contract and will start work at the elevator about Apr. 1.

Madison, Minn.—The Madison Grain Co. will erect a modern 30,000-bu. grain annex east of its present plant to which it will be connected with an electrically driven conveyor belt to carry grain to and from the building. The J. H. Fisch Co. has the contract. The company's seed cleaning plant has been completed and equipment installed. A feed grinding and mixing plant also will be operated for custom service.

Duluth, Minn.—Drift ice blown into this end of Lake Superior late in February, accompanied by a cold wave, severest of the winter but of short duration, added depth to the ice field only to have March open with a decided change in weather conditions. Sunshine and warm days accompanied by an off shore wind easily loosened the pack from the shore line and sent it lakeward, leaving the lake and entrance to the Duluth harbor absolutely free of ice. In the harbor it is quite different, ice covering of distinct heaviness still holds, but with a continuance of sunshine and warmer days this is expected to soften up for a complete clearing of ice trouble.—F. G. C.

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Saginaw, Mich.

Rush City, Minn.—Additional facilities to manufacture dried skim milk under the general dairy plant expansion program have been approved for a Land O' Lakes Creameries, Inc., plant here, by the Department of Agriculture, which it is expected will double the plant's production. Present dried milk production is far behind estimated 1942 needs of 525,000,000 lbs. department officials said.

Cambridge, Minn.—Retail feed men from Anoka, Chisago, Isanti, Mille Lacs, Sherburne and Washington Counties met here Feb. 4 and formed the Eastern Division of the Northwest Retail Feed Ass'n, Inc. Purpose of the new organization is to discuss mutual problems affecting the industry in the immediate area. Harold Roth, operator of the Cambridge Feed & Mill Co., was chosen chairman of the group and Bert Lindberg, manager of the Isanti Co-operative Produce Co., Isanti, was elected sec'y. It was agreed to establish a uniform system of pricing based on replacement cost, to eliminate free mixing, to establish a uniform charge and credit of 10c per bag furnished to farmers.

MINNEAPOLIS LETTER

The traffic club held a grain and milling day program at its weekly luncheon Feb. 26. Dr. C. G. Harrell and G. Cullen Thomas, Minneapolis milling officials, were among the speakers.

The Russell-Miller Milling Co. will close its last remaining local flour mill on Apr. 1. The 3,000 bbl mill has been operating part time. Executive offices will remain here and mills in North Dakota and Montana have capacity to handle the milling formerly done here.

The Northwest Retail Feed Ass'n entertained as guests at dinner the evening of Mar. 5 the officers and directors of the Northwest Feed Manufacturers & Distributors Ass'n. A com'te was formed which will work for the poultry industry's good in Minnesota. The first com'te meeting will be held Mar. 17.

The Northwest Feed Manufacturers & Distributors Ass'n met May 10 at Curtis Hotel. C. Graddon Swanson, sec'y of the Western Grain & Feed Dealers Ass'n, was a guest at the dinner meeting, and addressed the members on the subject of grain and feed business under present conditions. Pertinent topics were presented by other well informed speakers. Stan N. Osgood is sec'y-treas. of the ass'n.

Totten P. Heffelfinger, vice-president of Van Dusen Harrington Co., has been commissioned as Senior Grade Lieutenant under A. V. P. which is a provisional commission pending a completion of a two months' training course at the Naval Training School, Naval Air Base at Quonset Point, Rhode Island. Mr. Heffelfinger entered the school on Feb. 15. He received his wings in the first World War when he was commissioned as an ensign in the Naval Air Service. Upon completion of the course he will be affiliated with a new branch of the naval service designed to release line officers from airport administrative duties. These administrative officers, being chosen largely from men who have had extensive business experience, will make it possible for commanding officers to devote full attention to cadet training and fighting.

MISSOURI

Lamar, Mo.—Wilson Reynolds has leased the Rice Milling Co. plant.

St. Louis, Mo.—Miss Marybeth Scott of Jackson, Mo., will become laboratory assistant in the Ralston-Purina laboratory, having completed her science work at Southeast State Teachers College.—P. J. P.

Millersville, Mo.—Fire which caught around a stove destroyed the three-story 71-year-old mill building. Most of the machinery has been sold and removed. Timbers in the mill included hand hewn beams and uprights of oak a foot square. No insurance was on the building.—P. J. P.

Middletown, Mo.—O. Gosney of the Nutrena Feed Co. was one of a score of salesmen who assisted in Demonstration Day at the A. R. Pritchett store. A free lunch of wiener sandwiches was served to the public. A 100-pound sack of Nutrena feed was won by Mrs. Joe Moore.—P. J. P.

St. Louis, Mo.—Demanding that Clem Green, a weighmaster supervisor discharged for inefficiency be reinstated, Larry Long, business agent of the A. F. L. Longshoremen's Union, threatened a strike by the grain weighers and graders, 90 per cent of whom are unionized. Turner B. Morton, state warehouse commissioner, wrote a letter to each of the 23 employees notifying them that Green would not be reinstated, and that employees who failed to report for work as usual would be forthwith discharged. In this he was backed by Gov. Donnell, who declared the state of Missouri will not recognize the right of any person or organization to dictate to it who shall and who shall not be its employees.

Vandalia, Mo.—The building occupied by Ogle Heim, grain dealer and service station operator here, was destroyed by fire Feb. 26.—P. J. P.

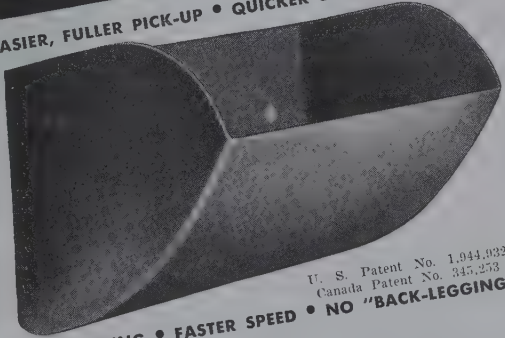
Greenfield, Mo.—Bailey Floyd of Rawlins, Wyo., formerly of Dade County, recently purchased the Hulston Roller Mills business on Sac River, eight miles northeast of here, from Sam Farmer. His uncle, Luther Lollar, who formerly managed the Gillespie mill on Turnback River, will operate the mill. Mr. Farmer, now 74 years of age, will retire from active business.

Higginsville, Mo.—A. H. Meinershagen, sec'y of the Missouri Grain, Feed & Millers Ass'n and owner of the Eagle Mill & Elevator Co., is chairman of the state advisory com'te of the Associated Producers & Distributors of Missouri which is leading the campaign in behalf of the proposed itinerant merchant bill, sponsored by the latter organization, in the next session of the legislature. Such a measure was introduced in the 1941 session but failed of passage because of the obstructive situation created

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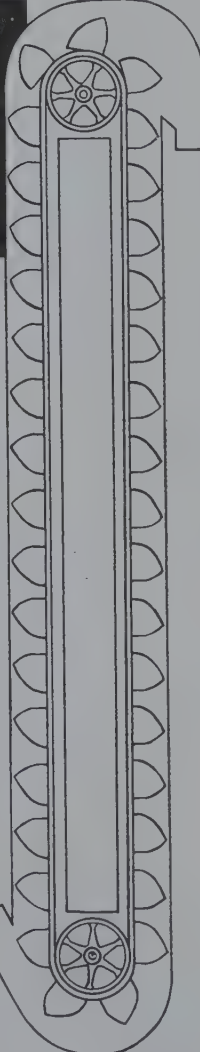
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by the bitter contest over the governorship, which resulted in the defeat of all but the most non-controversial bills. Vice-chairman of the state com'ite is J. C. Harris of Ferguson, treasurer of the C. J. Harris Lumber Co. and, like Mr. Meinershagen, long a vigorous advocate of state regulation of the operations of gypsy peddlers.

Auxvasse, Mo.—Ernest S. Oliver of Fulton has rented the grain elevator on the Alton Railroad right-of-way and is using the building as a storage place for corn shipped by rail from Illinois. Mr. Oliver has been engaged for several years in trucking corn from Illinois for sale to Callaway County feeders, but because of tire shortage is now shipping in by rail and making deliveries at the elevator.—P. J. P.

KANSAS CITY LETTER

Loren W. Johnson, for more than two years assistant manager of the Cargill, Inc., Kansas City office, has been appointed manager of the office. He succeeds James W. Ringwald, who received an appointment as lieutenant in the naval aviation reserve corps and left Feb. 26 for an eastern training base. T. O. Moe, manager of the Cargill, Inc., Omaha office for seven years, has been named Mr. Johnson's assistant.

The Mid-Continent elevator operated by the Mid-Continent Grain Co. under lease from the Alton Railroad will increase its storage capacity 300,000 bus. by construction of an annex. Work on the structure will be rushed so the added storage will be available for the new crop. The addition will consist of eight concrete tanks with interstice bins, giving the elevator aggregate capacity of 1,050,000 bus. John Stark is manager of the elevator.

Jay Juul and A. J. Gallagher, both widely known in the feed and flour milling industry, have formed the Jay Juul Co., to render general merchandising in feed, flour and allied products. Mr. Juul was engaged in milling for more than 25 years. Mr. Gallagher has been continuously engaged in the millfeed business since 1919, first in Minneapolis, then Pittsburgh, Kansas City, and more recently with the M. F. A. Grain & Feed Co. which has closed its mill feed department. Both men are members of the Kansas City Feed Club.

We are indebted to W. R. Scott, sec'y of the Kansas City Board of Trade, for a copy of the annual statistical report for the year 1941 of the Board of Trade. It is a carefully compiled brochure of statistics and information of the Exchange, presented in a concise and easily accessible manner. The statement showing mills and grain elevators in Kansas City, names of operators, storage capacity of elevators in bushels and daily capacity of mills in barrels as of Dec. 31, 1941, and storage capacity for a series of years is an especially useful and illuminating contribution to this year's book. The volume is neatly bound between gray manila covers, the type particularly legible.

Henry P. Ismert, 70, sec'y-treas. of the Ismert-Hincke Milling Co. for many years, died Feb. 26 at his home in Long Beach, Cal.—P. J. P.

George H. Davis of Davis-Noland-Merrill Grain Co. and former president of the United States Chamber of Commerce, who was appointed to fill a vacancy on the Missouri Highway Commission, has been elected chairman of the newly-reorganized commission for a term ending Dec. 1, 1947.—P. J. P.

John Dunn has been appointed treasurer of the Norris Grain Co., to succeed Frank B. Cummings, killed recently in an automobile accident. Mr. Cummings was his brother-in-law. Mr. Dunn has been associated with the Commodity Exchange Administration in Chicago, and formerly was with the Farmers National Grain Corp. He served in the local office of the C.E.A. before being promoted to a chief assistant's post in Chicago. He is an applicant for membership in the Kansas City Board of Trade, on transfer from the late Mr. Cummings.

NEBRASKA

Upland, Neb.—The Upland Grain, Coal and Live Stock Co. has been dissolved.

Keene, Neb.—The Farmers Elevator has changed its name to Keene Co-operative Grain & Supply Co.

Bradshaw, Neb.—The Farmers Co-operative Grain Ass'n recently installed a new corn cutter and grader.

Omaha, Neb.—LeRoy Henry Gretzer, 52, office manager for Cargill, Inc., died March 1 at a local hospital.

Lyons, Neb.—The A. Moseman Grain Co. after Mar. 2 is being operated on a strictly cash basis, Mr. Moseman has announced.

Manley, Neb.—Herman Ahrends of Talmage was named manager of the Manley Co-operative Grain Co. elevator to succeed Harry Haws, who recently resigned.

Ragan, Neb.—John Borgman sustained painful injuries recently when one of his hands was caught in a pulley at the Hart-Bartlett-Sturtevant Grain Co. elevator. One finger was badly mangled and another injured.

Grand Island, Neb.—The Quaker Oats Co. will operate the Cornhusker ordnance plant which will be situated a few miles west of here. The plant will cover approximately 20,000 acres and construction will be of a temporary nature, to be taken down after the war.

Omaha, Neb.—The Nebraska Grain Dealers & Managers Ass'n will hold its annual convention at the Hotel Fontenelle Apr. 26 and 27. Plans are being made for the largest convention in the ass'n's history. An outstanding program is being arranged, of great value to the grain, feed and seed industry in this area. Guy Jones of Eagle is president of the ass'n.

Humphrey, Neb.—George VanAckeren has resigned as manager of the Farmers Co-op. and has been succeeded by Wray Lacey of Grand Island, who has served as manager of the company's elevator there.

Shelby, Neb.—Wright Bros. lease of the Shelby Feed Mill expired Mar. 10 and was not renewed. The company purchased, instead, the Osceola Feed Mill & Elevator which is being remodeled into an up-to-date plant.

Ogallala, Neb.—The Pickett Feed & Produce Co. has been purchased by Swift & Co. The new manager took charge of the business on Mar. 2. All present employees of the plant remained in the employ of the new owner.

Omaha, Neb.—V. A. Lake, formerly assistant manager of Cargill, Inc., local office, became manager upon the appointment of T. O. Moe, former manager, to assistant manager at Kansas City. T. F. Drummy is new assistant manager.

Tamora, Neb.—Charles Gembler, who was injured in an accident at the Farmers Grain & Coal Co. elevator last October when a truck half emptied of its load of corn rolled back upon him, and had since been confined to the Seward Hospital, has returned home.

Omaha, Neb.—William J. Coad, president of Omar, Inc., baking and milling, has donated the 220-acre Omar research farm near here and its facilities to Creighton University to establish a rural life institute where students will be given a year's instruction in "bio-dynamic" farming.

Palmer, Neb.—Mr. and Mrs. L. B. Curren were killed instantly in a car-truck collision near Cozad the night of Feb. 28. Mr. Curren was manager of the Farmers Grain & Coal Co. elevator. He was a former resident of Polk, Neb., where for many years he operated an elevator.

Osceola, Neb.—Wright Bros. Co. of Brainard, Neb., has purchased the Osceola Feed Mill & Elevator and will operate a flour and feed milling business here. The company will make extensive improvements on the local plant and will install a 1½-ton feed mixer and a 75-h.p. hammer mill. Willard Cornell who had charge of the company's Shelby branch for the last year, will be in charge of the local plant which is expected to open for business about Mar. 16.

Fairbury, Neb.—In spite of a severe storm that raged Feb. 23, 40 Jefferson County farmers and grain men braved the weather to attend a soybean meeting held at the Mary Etta Hotel. Speakers included K. E. Soder, agricultural agent for the Rock Island Railroad; Harold W. Benn, agricultural agent for the Union Pacific; G. T. Webster, crops specialist representing the University of Nebraska agricultural college extension service who described the method of production, harvesting and processing of soybeans and exhibited products made from the beans. Refreshments were served at the close of the meeting.

NEW ENGLAND

Boston, Mass.—Eighteen concrete tanks 25 ft. in diameter, and 105 ft. in height, storing 30,000 lbs. of cocoa beans are being erected by the Nicholson Co. In addition to the storage tanks there is a warehouse, 20x30 ft. and 125 ft. tall, and a secondary warehouse, 20x10 ft. and 75 ft. tall. The machinery includes conveyors for unloading five cars at one time, elevating legs, cleaning equipment, automatic scales, two belt conveyors for filling the tanks, three belt conveyors for reclaiming from tanks, and elevators and automatic scales leading direct to operations. Devices are being installed for spiraling the beans into the tanks, which, from actual tests, have lowered the beans from top to bottom without perceptible breakage. Devices are being installed also in each tank for drawing the beans off thru draw-off chutes, which permit the beans from the top of the tanks to be drawn off first, thereby permitting the entire mass of fragile beans to stand at rest until actually placed on the reclaiming conveyors.



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NEW YORK

Binghamton, N. Y.—The Eastern Federation of Feed Merchants, Inc., will hold its annual convention June 12, 13 at the Arlington Hotel.

Buffalo, N. Y.—Cornelius F. Coughlin, 81, elevator manager and harbor-master, died Mar. 3. He began his career in the grain industry when 15 years old, employed by the DeWitt Milling Co. As harbor master he recommended numerous changes in harbor rules which tended to relieve congested conditions and eliminate danger of canal boats sinking in the Buffalo River.

Buffalo, N. Y.—The two proposed plans for reorganization of the Marine Elevtr. Co., owner of a grain elevator near the foot of South Michigan Ave., were rejected Mar. 2 by Supreme Court Justice Alonzo G. Hinkley. He expressed willingness to consider any other plan or plans if they were proposed. The elevator is in operation under George A. Keller, receiver for the company appointed by Justice Hinkley in 1940.—G. E. T.

NORTH DAKOTA

Crookston, N. D.—Martin Anderson, formerly of Devils Lake, N. D., is new manager of the St. Anthony & Dakota elevator.

Battleview, N. D.—The Farmers Elevtr. & Trading Co. has been enrolled as a member in the Farmers Grain Dealers Ass'n of North Dakota.

Devils Lake, N. D.—Marvin Holdenfield, of Wheelock, is new manager of the St. Anthony & Dakota elevator, succeeding Martin Anderson, who has been transferred to Crookston.

OHIO

Thackery, O.—The modern concrete drier and 100,000-bus. elevator of the Shepard Grain Co. is nearing completion.

Bellefontaine, O.—George Wonders, 84, for 45 years in the grain and wool business here, died Feb. 24 after a long illness of cancer.

Plymouth, O.—A B. & O. train on Feb. 9 knocked a truck into a coal bin belonging to the A. J. Brandt Elevator, badly damaging the bin.

Farmersville, O.—The Farmersville Exchange Co. recently installed a Kelly Duplex Vertical Feed Mixer, 1½ ton capacity, with motor drive.

Haviland, O.—The Haviland Grain Co. has installed a large new style revolving screen cleaner with drive, bought from the Sidney Grain Machry. Co.

Fletcher, O.—The Fletcher Grain & Supply has installed a large new style revolving screen cleaner with motor and drive, bought from the Sidney Grain Machry. Co.

Sugar Ridge, O.—The new elevator of the Sugar Ridge Grain Ass'n is expected to be in operation by Mar. 15. The elevator, which replaces the one destroyed by fire last October, is one of the most up-to-date and fast handling houses in this part of the state.

Westville, O.—The Westville Grain & Stock Co. recently installed a Sidney ton Vertical Mixer with motor and drive; combined sheller and boot; new style revolving corn cleaner and complete bucket elevator to replace machinery destroyed when its elevator burned last September.

Arlington, O.—R. M. Traucht was re-appointed manager of the Arlington Elevtr. & Supply Ass'n at the recent annual meeting. Thos. R. Lee of Fostoria had an interesting and informative talk at the session, his subject dealing with rationing of commodities and the dearth of many commercial articles.

Delphos, O.—Ivan Fair suffered a fractured arm and other injuries when he fell 12 ft. from the cob chute at the Garman Grain Co. elevator, recently, while getting corn cobs for home use.

Eldean, O.—Altman's Mills have installed two 144 ft. steel elevator legs, complete; about 40 special swivel rack and pinion bin bottoms, built for them by the Sidney Grain Machry. Co.

Perrysburg, O.—An involuntary petition in bankruptcy was filed in federal court recently for the Fetterman Milling Co., by three alleged creditors, Verne M. Self, Herman C. Moser and Sheldon Snyder.

Kirby, O.—The Kirby Elevator has been improved by complete overhauling, which included installation of new Sidney Machinery, which included a sheller, cleaner, two stands of legs, a hoist, motors and drags.

Toledo, O.—W. H. Faulring, president of the Toledo Board of Trade, broadcast over WTOL recently, his subject, "Tell Toledo About Toledo." The fifteen minute talk was especially interesting and explained the importance of Toledo as a grain, milling and soybean market.

Monroeville, O.—The Monroeville Co-operative Grain Co. and the Seaman-McLean Co. announce their elevators will be open from 7:30 a. m. to 5:30 p. m. each week day, the managers, Leo J. Cook and Ralph H. Statz, announced. During rush periods of harvest, special plans for longer hours will be made to accommodate the farmers, they stated.

Tremont City, O.—The Tremont City Elevtr. Co. store house and office building was destroyed by fire the night of Feb. 25. The company's elevator filled with grain and the home of the operator, nearby, were saved. The buildings of the Tremont City Elevtr. Co. are owned by the Hallock Lumber Co. of North Hampton, and are leased by Hans Lewis.

Bowlusville (Urbana p. o., R. F. D. 8), O.—The Bowlusville Elevtr. Co. elevator was destroyed by fire the night of Feb. 20. Along with the elevator several tons of hay and feed, two trucks and an automobile burned. Frank Towler, operator of the elevator, aroused by his dog's barking, discovered the fire. The building was owned by D. W. Fielder of Springfield.

Defiance, O.—Charles S. Latchaw, sec'y of the Ohio Farmers Grain Dealers Ass'n, is a candidate for the general assembly from Defiance County on the Republican ticket. Mr. Latchaw entered the race with the approval of the board of directors of the state co-operative elevator ass'n who granted his request to take time off from his regular employment to make the campaign and to serve in the legislature if elected. Mr. Latchaw has served ably for years as sec'y of the elevator ass'n and is well equipped to serve with ability in the office he seeks.

Monroeville, O.—The Monroeville Co-operative Grain Co. will build a feed mill on company land on Baker St., and install feed grinding and mixing machinery there, furnished by the Sidney Grain Machry. Co. The building will be 45 ft. high, and 24x28 ft. in ground dimensions; covered with corrugated steel and constructed with full basement and 15-ft. covered driveway between the present warehouse and the new structure. There will be two mixers, corn sheller, cleaner, cracker and grader; bins for storage of grain; a 150-bu. hopper scale; magnetic separator; manlift; truck lift in driveway. The new mill will relieve congestion on the present dumping platform and greatly speed-up the handling of all incoming grains. Power for the mill will be furnished by a 75-h.p. motor, which also will operate several dust-collectors that will prevent dust from cobs and grain getting outside of the building. Leo L. Cook is manager of the elevator.

North Baltimore, O.—The North Baltimore Grain Ass'n business during 1941 was nearly double in volume that of the preceding year, it was reported at the recent annual meeting. The Ass'n operates elevators at North Baltimore, Mortimer and Hoytville, the latter place having been acquired during the past year. Gross sales for the year amounted to \$719,000 with net income totaling \$27,000. A patronage refund of one and one-half cents on corn, wheat and soybeans, three-quarters of a cent on oats and six per cent on all merchandise, totaling \$13,000, was paid in addition to a six per cent stock dividend of \$3,200. Fred Kalmbach is manager of the local elevator; J. F. Neuman at Mortimer and Henry Sprague at Hoytville.

OKLAHOMA

Oklahoma City, Okla.—Lightning caused a small damage to the Hardeman-King plant early in February.

Hobart, Okla.—The Co-operative Grain Co. bot the brick of the abandoned high school and is erecting an office, feed mill and warehouse.

Okeene, Okla.—Fire in a tractor communicated to the contents of a trailer parked at the loading dock of the Okeene Milling Co. recently.

Cordell, Okla.—Fire which started around a natural gas engine Feb. 20 damaged the feed mill of the Farmers Elevator. O. E. Bowman is manager of the elevator.

Yukon, Okla.—F. E. Goodrich, formerly with the Bowersock Mills & Power Co., Lawrence, Kan., is new sales manager of the Dobry Flour Mills replacing Austin Morton, resigned.

Stigler, Okla.—The building that housed the Dunaway mill and produce business was destroyed by fire the night of Feb. 13. The building was owned by Joe Behan and the machinery and building contents by S. V. Dunaway.

Alva, Okla.—The Union Equity Co-operative Exchange at its annual meeting held here recently, disclosed that the organization shows a net gain of \$589,512.63 on business done the preceding nine months. This profit was made on buying, selling, mixing, hedging, premiums and storage of wheat.

Erick, Okla.—The Erick elevator owned by W. R. Hall was destroyed by fire early Feb. 20 together with a large quantity of wheat, kafir and barley. A night watchman, hearing what he thought was a shot in the direction of the elevator, investigated to find the whole structure in flames. Building and equipment were partially insured.

Frederick, Okla.—Mr. Patrick is soliciting subscriptions to the GRAIN & FEED JOURNALS without authority from its publishers. He is driving a 1937 Hudson-Terraplane coupe, motor number 364,526 and carries Oklahoma 1941 license plate No. 29-6031 issued to Raymond J. Palmer, care Elks Club, Oklahoma City. An old offender. Look out.

Woodward, Okla.—The L. S. Fisher Grain Co. will build a 300,000-bu. wheat storage elevator here, construction to start as soon as good weather is assured. Priority adjustments for sufficient steel for the building have been made and also for other building materials. With the completion of the elevator in time to handle this year's crop, wheat storage of this vicinity will be increased to approximately 600,000 bus.

Enid, Okla.—The Continental Grain Co. will open offices here some time in April to operate the 2,000,000-bu. elevator it recently acquired from the F. C. A., and which it takes possession of June 1. Homer Thomas, who has just resigned from the W. B. Johnston Grain Co., and Benno Feuer, now associated with the Continental Grain Co. in Chicago, will be joint managers of the local branch. William E. Deegan, superintendent of the Continental Grain Co. elevator in Kansas City for more than 10 years, will be superintendent of the local elevator.

Grandfield, Okla.—The Kimbell Elevator, which was destroyed by a mysterious explosion and fire last December, is being rebuilt.

Marlow, Okla.—Vernon Shields, 48, slipped on a rod Feb. 17 while reaching for a switch to turn off machinery at the Shields Grain Co. plant, and his right arm was caught on a moving belt and carried into the elevator machinery. The arm was injured so badly amputation was necessary just below the elbow. He was removed to the Patterson Hospital in Duncan. Mr. Shields has worked at the grain elevator 35 years. This was his first serious accident. His parents, Mr. and Mrs. J. G. Shields, canceled plans for celebration of their golden wedding anniversary Feb. 22 because of their son's condition.

PACIFIC NORTHWEST

Dayton, Wash.—The Dayton Grain Growers are planning construction of a 150,000-bu. grain elevator east of here.

Van Syde (Helix p. o.), Ore.—The Farmers Mutual Warehouse Co. of Helix will build a 140,000-bu. elevator here.

Helix, Ore.—The Farmers Mutual Warehouse will build a 140,000-bu. elevator here, construction to start at once.

Kahlotus, Wash.—A number of farmers met at the Grange Hall recently to discuss the building of a 150,000-bu. elevator.

Elma, Wash.—The Elma Feed Co. office and warehouse was damaged by fire recently, that started near a stove in the office of Mgr. Walter Heisel.

Walla Walla, Wash.—Balfour, Guthrie & Co. has closed their local office and Robert Franklin, manager, has been transferred to the Portland office.

Pasco, Wash.—The Chrisholm Feed Co. has been purchased by Carl Wattenburger and in the future will be operated by him as the Columbia Grain & Feed Co.

Heppner, Ore.—Morrow County Grain Growers plans construction of a 100,000-bu. storage elevator here, of concrete construction, to be serviced from the present plant.

Lebanon, Ore.—G. N. Gillenwater will construct a storage and feed and grain cleaning plant at Fourth and Grant Sts. The new building will be 60 x 120 ft. and will be supplementary to the Lebanon Feed Co. building up town.

Blackfoot, Ida.—The DeKay Fuel & Ice Co. has opened a modern and up-to-date livestock feed store where a high-speed grain grinder driven by a 30-h. p. electric motor and a feed mixer have been installed. F. G. DeKay is manager of the business.

Milton, Ore.—The Milton Elvtr. Co. has purchased the local plant of the Walla Walla Grain Growers Ass'n, the purchase including the elevator and 60 x 120 ft. warehouse. The company also has started construction of the 78,000-bu. annex to its elevator in South Milton.

Odessa, Wash.—John C. Jantz, manager of the Milwaukie Grain Elvtr. Co. in the Odessa district, recently resigned his position with the company and is reported to be considering retirement after 22 years as manager here. Mr. Jantz is mayor of Odessa for the fourth consecutive term.

The Dalles, Ore.—Notice has been published for a special election to be held Apr. 1, for voting on the proposal to issue bonds for the proposed construction of the 500,000-bu. elevator upon the water front and to procure right of way for and construct rail connection for the grain elevator by spur, siding or service track from and with the main line of the Pacific Railroad; to construct approaches and procure necessary equipment for a fully equipped grain elevator with facilities for loading barges and ocean vessels direct therefrom.

Seattle, Wash.—The Seattle Grain Exchange and other business firms located on the second and third floors of the Exchange Building were notified to vacate their quarters by Mar. 1 as the two floors are being taken over by office staffs of the navy. New quarters of the Exchange are 814 Second Ave. Building.

Spokane, Wash.—Balfour, Guthrie & Co. exporters and importers, have returned to Spokane with a branch office after an absence since 1932. The local branch will handle no grain business from this territory, which will continue to be worked through the Portland branch, J. L. Meares, Jr., local manager, stated.

Dingle, Ida.—J. R. Ream is planning construction of a 25,000-bu. grain elevator for farm operations. The elevator will include six bins. 30 to 35 ft. high, two of them to be divided into four separate bins each where seed, ground grain or damp grain at time of harvest that must be dried, can be stored. Equipment will include a grinder, cleaner, elevator leg and conveyors.

Pomeroy, Wash.—The Robinson Warehouse Co., V. H. Robinson, manager, has begun construction of a 160,000-bu. capacity elevator for bulk wheat, adjacent to Potlatch Yards, Inc. Work has started also on the 55,000-bu. capacity elevator by Pomeroy Warehouse & Feed Co., Leonard Herres, manager. It will be built so that bulk storage may be handled from the elevator into the present warehouse.—F. K. H.

Portland, Ore.—W. H. Younger, former manager of the Preston Schaffer Milling Co. of Walla Walla, has been elected president and general manager of the Terminal Flour Co. of Portland. He will also be president of the Spokane Flour Mills Co. of Spokane, and the Mark P. Miller Milling Co. of Moscow, Ida. He succeeds the late H. H. Brown. M. G. Scott will continue as sales manager for the three firms.—F. K. H.

Pendleton, Ore.—To help relieve the critical wheat storage situation, the Pendleton Grain Growers' Ass'n has announced plans for a 200,000-bu. addition to its Umatilla plant and a new 100,000-bu. elevator at Holdman. Officers re-elected at the association's annual meeting were: President Carl Engdahl; sec'y-treas. and manager, James Hill, Jr. Last year was the largest in the organization's history, with net earnings of \$98,678.—F. K. H.

Mansfield, Wash.—A grain warehouse belonging to the Seattle Grain Co. collapsed the night of Feb. 11, spilling its contents of 40,000 bus. of wheat. The building was one of the first sack houses built here and last year was converted into a bulk grain storage place. The floor joists were said to have tilted under the load of grain, thus throwing a tremendous stress on the walls, pushing them out. Pete Schmidt is the company's local agent.

Portland, Ore.—H. R. (Dick) Raymond, for many years associated in the Pacific Northwest with the construction of grain elevators, has joined the retired list of elevator superintendents. Mr. Raymond has been employed by the Pacific Coast Elvtr. Co. for the past six years as superintendent of construction and operation, building and maintaining the company's elevators in this territory. After his years of active occupation Mr. Raymond says he is not sure he will remain in retirement.

Elgin, Ore.—The Elgin Flouring Mill Co. will construct an addition to its plant for the handling and fumigating of Austrian winter peas, to house machinery, and provide additional storage space for other seeds and grains. Construction will start this month. Fred E. Kiddle, Island City, president of the company, said the fumigating unit to be built will have two chambers; the balance of the additional floor space will be utilized for the installation of machinery for cleaning and handling peas and for storage of peas and grains, 50 x 200 ft. being set aside for sacked grain. Earl Blokland is local manager.

Lexington, Ore.—Morrow County Grain Growers plans construction of a 230,000-bu. storage elevator here, of concrete construction, to be serviced from the present plant. Application is being made by the company for priority rating on the structural materials where such rating is necessary.

Ione, Ore.—Plans are being made by the Morrow County Grain Growers for construction of a 200,000-bu. elevator here, of concrete construction, to be serviced by the present plant. D. W. Glasgow, company manager, stated speed is an essential part of the expansion program of which the local elevator is a part, due to the various conditions that must be met before actual construction can begin. He emphasized that there is no assurance that sacks may be had for handling the incoming crop, nor either is there any assurance that any considerable amount of grain now in storage will be moved in time to clear needed space.

The Dalles, Ore.—The Wasco County Grain Growers Ass'n is considering construction of a bulk grain elevator. A special all-county com'te was appointed recently to investigate details of the proposed improvement and make its report later. The Ass'n in its annual meeting approved plans of the Port of the Dalles for a vote on a bond issue of \$150,000 to \$200,000 for construction of a 500,000-bu. bulk elevator, but expressed disapproval of plans to lease the facilities to a single private grain-buying concern. The ass'n went on record as favoring operation of such facilities by the co-operative grain interests of the area.

Walla Walla, Wash.—Walla Walla County wheat growers have agreed to turn over approximately 136,000 bus. of wheat to the Commodity Credit Corporation, to be used in the feed wheat program, according to R. B. Collins, chairman of the A.A.A. com'te. The wheat to be turned over from this county, under the program, includes 107,649 bus. of grain in farm storage and 28,500 bus. in warehouse storage. The grain will be made available to grain merchants-feed processors and dealers as well as to poultry and livestock producers. In every instance, however, the wheat must be used or sold for use as poultry and livestock feed.—F. K. H.

Iona, Ida.—The Sperry Grain Elevator was destroyed by a terrific explosion and fire Feb. 24. One hundred grain sacks that had been saturated with gasoline were taken from the warehouse section of the elevator after the fire started. With the elevator 10,000 bus. of wheat and 15,000 sacks burned. David R. Clark, elevator operator, received a brain concussion and other injuries when he was blown through the door of the elevator by the force of the explosion. The roof of the building was blown about four feet in the air and landed on the east side of the structure. The east wall was blown out, and a large hole was blown in the west wall. Special agents for the Union Pacific Railroad have launched an investigation into the fire and F. B. I. agents are investigating the possibility of sabotage.

PENNSYLVANIA

Harrisburg, Pa.—Wm. G. Haug, formerly with Goodrich Bros., Winchester, Ind., has been appointed plant manager of the recently acquired local plant of McMillen Feed Mills. Mr. Haug took charge of operations on Mar. 1, relieving Matt G. Rietz, who has been temporarily in charge of revamping the mill for the production of Master Mix feeds and concentrates. Production lines were started this week, and shipments for eastern territories will soon be entirely provided by this plant. Mr. Haug is in charge of all grain operations for Goodrich Bros. twenty plants for twelve years. He also supervised all purchases of ingredients for their feed department. Prior to that he was sec'y of the Bingham Grain Co. of Indianapolis, Ind., operators of several terminal elevators.

SOUTH DAKOTA

Blunt, S. D.—The Blunt Grain Co.'s elevator is being repaired.

Platte, S. D.—Frank Pasek, sec'y of the Farmers Union Elevator for 20 years, died recently.

Mitchell, S. D.—J. E. Betts, who formerly operated the Betts Grain Co., has taken over the managership of the Farmers Grain & Coal Co.

Tabor, S. D.—Jos. G. Vaith has had the grain elevator he recently purchased from George and John Fejfar moved here and placed next to his local elevator.

Hitchcock, S. D.—Herman Meyer, manager of the John Kingdon Elvtr. Co., was injured when his arm was caught between a door he was repairing and a trailer. Mr. Meyer will be unable to work for some time.—F. E.

SOUTHEAST

Winter Haven, Fla.—Kuder Citrus Feed Co., Inc., has been organized by J. M. Kuder and others.

Millsboro, Del.—The Sussex Milling Co. plant was damaged by fire recently, that originated near an overheated chimney.

Decatur, Ala.—Fire destroyed a building of the Alabama Flour Mill Feb. 14 and about 1,000 bus. of corn stored there. The blaze was started by the backfire of a gasoline engine used in baling shucks. An addition to the feed mill, which is under construction and expected to be completed within about thirty days, was undamaged.

TEXAS

McKinney, Tex.—The Kimbell Milling Co. is building two metal grain storage bins of 16,000 bus. capacity each.

Bay City, Tex.—The Seguin Milling Co. is opening a branch business in the Carter Grain Co. building. Ernest Regner is manager.

Happy, Tex.—J. H. Knapp recently purchased H. R. Stone's interest in the Happy Mill and has assumed management of the business. He will continue to handle a full line of stock and poultry feeds and do custom grinding.

Houston, Tex.—Hay, oats and other feeds stored in a corrugated iron building in North Houston were damaged severely by fire recently. L. F. Grube, owner and operator of feed and grain business, said the loss was approximately \$7,500.

UTAH

Leland (Spanish Fork p. o.), Utah.—The Leland feed mill was destroyed by fire Feb. 16.

Gunnison, Utah.—The feed mill unit of Hermansen's Roller Mills was badly damaged by fire late the night of Feb. 19.

WISCONSIN

Glenbeulah, Wis.—The Herman Froehlich grain elevator was robbed Mar. 1 of \$100 in cash, \$175 in checks and some important records.—H. C. B.

Frederic, Wis.—The Frederic Farmers Cooperative Exchange installed a new Kelly-Duplex Vertical Feed Mixer. Harland Larson is manager of the Exchange.

Waterloo, Wis.—John Peschel, superintendent of the Inter-State Making Co., escaped serious injury Mar. 1 when his car was struck by a train on a cross road near the malt house.—H. C. B.

Whitehall, Wis.—The dried skim milk plant under construction here by the Land O' Lakes Creameries, Inc., was one of three skim milk plants construction of which was approved by the Agricultural Marketing Administration recently.

Boyceville, Wis.—Art Heinsohn sold his feed milling business to the Apple River Mill Co. of Minneapolis, who has taken possession with Gale Spielman as manager. Mr. Heinsohn was manager for the Wisconsin Milling Co. here for 18 years and for the last five years was owner of the mill.

Fox Lake, Wis.—Carl Schurz Porter, 79, co-founder with Allen Proctor of the grain and feed business here now operated by his son, Colby S. Porter, died Feb. 24, following a brief illness. Mr. Porter, who began his career in the grain business in 1912, was a one-time president of the Central Retail Feed Dealers Ass'n.

Milwaukee, Wis.—The Froedtert Grain & Maltng Co., in an interim statement issued Mar. 5, reported net income of \$935,033, after taxes and other charges, for the 12 months ended Jan. 31, 1942, compared with \$925,806 in the corresponding 1941 period. Net sales for the period totaled \$8,645,803, in comparison with \$7,725,138 in the 12 months ended Jan. 31, 1941.—H. C. B.

Your Part to Aid Railroads in National Defense

The Northwest Shippers Advisory Board's Com'te on Car Efficiency, along with a number of other agencies, is encouraging more efficient use of railroad rolling stock in the interests of national defense. Points made in current releases advise shippers as follows:

AVOID accumulation of inbound loaded cars in excess of your ability to promptly unload them.

AVOID holding cars for unloading over week-ends.

ELIMINATION of practice of holding cars for billing after being loaded.

WHEN possible, load to maximum carrying capacity and order incoming shipments in full carload lots.

REMOVE dunnage, bracing and blocking materials from unloaded cars.

AVOID loading high-class cars with contaminating commodities. (Order cars to suit commodity to be loaded.)

CLOSE box car doors after unloading. (This will keep out rain and snow and avoid delays in conditioning car for the next load.)

WHEN appropriating cars for loading, select the car that can be loaded in the direction of the owning road.

GIVE ADVANCE notice to railroads regarding car requirements for loading.

SAFETY NOTE: In loading cars with bulk commodities such as grain, see that protruding nails, blocks, and other obstructions are removed. Hand and power scoops used in the unloading can easily cause ruptures and other serious injuries to the operator, when they strike these hidden obstacles.

Extraordinary demands led to sales of No. 2 white corn at 99c in Chicago in late February, the highest price since 1937, and 15c above No. 2 yellow. On Mar. 5 No. 3 sold at 80 for yellow and 96c for white. White corn is widely used in the dry corn cereal industry.

Government buyers on Mar. 5 contracted for 6,290,700 lbs. of powdered eggs, the equivalent of more than 1,585 carlots of eggs in the shell. Cost was estimated at nearly \$6,000,000. Purpose was to fill lend-lease orders. The market increased $\frac{1}{4}$ c to $\frac{1}{4}$ c per dozen, as the trade began its search for the 228,000,000 eggs needed to fill the order.

Michigan Bean Growers are organizing a protest against the federal order against canning navy beans in tin. Between 35 and 50 per cent of the state bean crop usually is canned, and sold to the ultimate consumer in the form of pork and beans. A delegation went to Washington Feb. 27, to take up the matter with Thomas Burns, tin administrator. The Michigan Bean Producers Ass'n, Grange and Farm Bureau are not asking preferential treatment, but only the same consideration as other canners.

Railroad Claim Books

(Duplicating) require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention by the claim agent. They increase and hasten your returns by helping you to prove your claims.

A is for Loss of Weight in Transit Claims.

B—Loss in Market Value Due to Delay in Transit.

C—Loss in Quality Due to Delay in Transit.

D—Loss in Market Value Due to Delay in Furnishing Cars.

E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, well bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing claims unpaid, and four sheets of carbon.

The five forms are assembled in three separate books, each of 200 leaves, weight 3 lbs. Price of each book \$2.25, plus postage.

411-A contains 100 sets all Form A.

411-E contains 100 sets all Form E.

411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E.

Grain & Feed Journals

Consolidated

327 South La Salle St. Chicago, Ill.

Confirmation Blanks**Simple - Complete - Safe**

If you would avoid trade disputes and differences, and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and retains the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size $5\frac{1}{2}$ x 8". Order Form No. 6 CB. Weight, 9 oz. Price 75c; three copies \$1.95, plus postage.

Grain & Feed Journals

CONSOLIDATED

327 South La Salle St., Chicago, Ill.

Field Seeds

Maryville, Mo.—A store has been opened here by the Henry Field Seed Co., of Shenandoah, Ia.

Avoca, Ia.—Jorgensen Feed & Seed store, operated by Nels Jorgensen, has moved to new and larger quarters.

Dillon, Mont.—The Roger Bros. Seed Co. is enlarging its warehouse and installing facilities for picking seed peas.

Washington, D. C.—U.S.D.A. has announced extension of the final date of acceptance for soybean seed under the \$2 per bu. purchase offer of Jan. 23, from May 31, to Apr. 10.

Ashton, Ida.—A storehouse and picking plant will be built here by the Mark Means Seed Co., according to A. F. Glover, local manager.

Princeton, Ill.—The name of W. F. Black Farms, growers of hybrid seed corn and operators of a large hybrid seed corn processing plant, has been changed to Black & Abbott Farms.

Fort Wayne, Ind.—The Maumee Valley Seed Service has filed an amendment to its charter increasing its capital stock to 1,000 shares of no stated par value.

Missouri Valley, Ia.—The Henry Field Seed & Nursery Co., of Shenandoah, has opened a seed store here managed by A. Torneten of Council Bluffs.

Fairfield, Ia.—Milo Mathisen is the new manager of the local Shenandoah Retail Seed & Nursery Store, in which C. C. Simpson holds an interest.

Rupert, Ida.—At the recent annual meeting of the Minidoka Seed & Grain Growers, Inc., it was voted to disband and divide the assets among the stockholders.

Two amendments to the A. A. A. farm program for 1942 call for a minimum 10% increase in production of flaxseed, soybeans, peanuts, castor beans, sugar beets, fiber flax, and hemp.

Carroll, Ia.—The recently opened Schelle's Seed & Feed Store held open-house Wednesday, Mar. 4, serving coffee and doughnuts, and free entertainment. William O'Tool is the store manager.

Urbana, Ill.—Bulletin 483 of the University of Illinois Agricultural Exp. Sta., entitled "Spring Wheat, Adaptability for Illinois" contains sound advice for growers contemplating seeding spring wheat.

Carroll, Ia.—Claude J. Blumer of Sioux City has taken charge of the Carroll office of the Kollman-Warner Seed Co., succeeding Don J. Huck, who has been promoted to the home office at Norfolk, Neb.

Lincoln, Neb.—A variety of alfalfa resistant to bacterial wilt has been developed at the Nebraska Agricultural Experiment Station and seed will be distributed in 1943. Unnamed, it is designated as "A-136."

Toronto, Ont.—R. C. Steele has succeeded the late E. F. Crossland as president of Steele Briggs Seed Co. Other officers are A. T. Higgins, vice president and sec'y, and W. B. Dack, treasurer, and controller.

Holdrege, Neb.—The Holdrege Seed & Farm Supply Co. has been formed to engage in the wholesale and retail business. Active in the new company are Clay M. Westcott of Lincoln and Harold P. Kenfield of Ogallala.

Hayward, Cal.—The Castro Valley Feed & Seed Co. titles a new seed store here.

Langdon, N. D.—The fourth annual state durum wheat show was held here Feb. 26 and 27.

Conway, Ark.—Norman W. Peacock of Monticello has purchased of Walter E. Browne the store of the Browne Seed & Hardware Co. Mr. Peacock was city manager of Monticello for several years. Mr. Browne will devote his time to farming.

Nebraska produced three-quarters of a million pounds of certified sudan grass seed for planting in 1942, the biggest crop of Nebraska certified seed in history. Contrary to the general price level, sudan grass and seed are expected to be lower in price than one year ago.

Washington, D. C.—Willard L. Goss, seed technologist, died Feb. 14 after an illness of two months. He was pres. of the Association of Official Seed Analysts in 1935, and since 1904 had been employed by the Department of Agriculture. He was born in Vermont 64 years ago.

Yankton, S. D.—John W. Nicolson of Shenandoah, Ia., has purchased the interest of Chas. H. Gurney in Gurney's, Inc. Major Gurney has entered the war service. The new officers of the corporation are George W. Gurney, pres.; J. B. (Burke) Schriver, vice pres. and manager; John W. Nicolson, treas., and Agnes Madsen, sec'y and assistant treas.

Salem, Ore.—Seed handling charges were discussed recently at a conference between N. E. Dodd of the A.A.A. and the seed committee of the Oregon Feed & Seed Dealers Ass'n. Dealers felt they would receive 40 cents for cleaning, handling and other charges for winter peas, ryegrass, common and Hungarian vetch and Willamette vetch; 45 cents per bag for hairy vetch and crimson clover.

Volstate is the name of a new variety of high-yielding yellow soybeans now available for limited plantings in 1942, reports H. W. Wellhausen, of the Tennessee Agricultural Extension Service. The 800 bus. available is being reserved for Tennessee growers who will plant it for seed production. The new variety is higher in oil content than either Ogden or the Tennessee Non-Pop, and yields as much seed and forage as Ogden.

The war-cry for vegetable oils and fibers has led the A.A.A. to vigorous desk work to permit flaxseed producers to plant all or any part of their wheat acreage allotment to flax in addition to their normal acreages of flax. In North Dakota, Minnesota, Montana and South Dakota farmers would be allowed to retain their customary wheat acreage allotment base, but could devote it to flax for which they would enjoy a minimum guarantee of \$2.10 per bu.

Portland, Ore.—Pea seed treating experiments recently carried on by students at Oregon State college plainly reveal the value of treating to protect pea seed planted under excessively wet, cool conditions such as during February and March. It is found that to treat the seed is cheap, and efficient and pays a big dividend in producing good stand and a uniform growth of plants. Root systems of plants from treated seed were half again the size and weight of roots of untreated plants.—F. K. H.

Tennessee has confined commercial production and certification of Tennessee white corn hybrids in 1942 to six top ranking numbers, Nos. 3, 10, 13, 14, 15 and 16. Each of these was developed from Neal Paymaster, a standard, widely adapted corn for Tennessee.—Tennessee Agricultural Experiment Station.

Lafayette, Ind.—The late combining of soybeans in many sections of Indiana eliminated the wheat that is ordinarily sown in soybean stubble land and has created a problem for spring seeding. Purdue agronomists have pointed out that spring oats is likely to be much more profitable than spring barley in most sections of Indiana and certainly in the southern half of the state. For the southern section, the Columbia oats and the Cartier, both of which are early, have been superior to all others in tests carried on by Purdue University.

Miomark Oats

Miomark oats, developed from the backcross of a selection of the cross Iogold × Markton to Markton (made by M. Fowlds), is an early-maturing white variety highly resistant to local races of loose and covered smut and resistant to the most prevalent races of stem rust but susceptible to leaf (crown) rust. It is more vigorous and grows from 3 to 7 in. taller than Richland or Iogold. Heading out from 1 to 3 days after Richland, Miomark generally matures from 2 to 4 days later. For this reason it probably is better adapted to the eastern and northern sections than to central and western South Dakota, according to S. P. Swenson in South Dakota Sta. Circular 32.

It appears to rank between Richland and Iogold in straw strength and will lodge on heavy rich soil with abundant moisture, although satisfactory in this respect under most conditions. Miomark has outyielded Richland consistently at Brookings and Eureka and equaled or slightly surpassed it in test weight. Miomark was about equal to Richland at Highmore, while in farm demonstration trials in 1940 it outyielded Richland by 9 per cent for the state as a whole.

Unevenly Ripening Oats Get Low Grade

By C. S. DORCHESTER, Iowa State College.

Mixed or uncertain varieties of seed oats that ripen unevenly or that contain other grains are responsible for much of the low grade oats that is marketed in Iowa every year.

The most common cause of oats grading No. 3 or lower is a mixture with other grains; the second most important cause is light weight per bushel. Another factor which reduces the market grade considerably is weathering.

Twenty-five per cent of the oats marketed in 1935-36 at Cedar Rapids graded No. 3 because of weather damage—damage from overlong exposure to sun, dew and rain. The crop of 1941 also received heavy damage from weathering.

One of the most effective ways to reduce weathering is to build 10- or 11-bundle, round shocks with one bundle spread on the top as a cap. But the building of shocks of this size and type is possible only with uniformly ripening grain, free from weeds. Most ordinary varieties ripen unevenly or are apt to lodge and are often cut a trifle green. Consequently, the heavy bundles must be set in small shocks.

Uniformly ripening grain of heavy test weight and free from barley or other grains can best be produced by using adapted high-yielding varieties. Boone, Marion and Tama varieties recently made available to Iowa farmers by the Experiment Station, are recommended.

Close to a half-million bushels of seed of these three varieties were produced in 1941. Of this crop more than 100,000 bus. were grown under approved conditions and have been certified as free from noxious weeds and mixture with other grains.

Sheehan Heads Western Seedsmen

The 43rd annual spring convention of the Western Seedsmen's Ass'n, held in the Fontenelle Hotel, Omaha, Neb., Feb. 27, elected B. F. Sheehan, Lincoln, Neb., as president; Stanley Folsom, Minneapolis, Minn., vice president, and continued Gager Vaughan, as sec'y, and Henry Windheim, as treas.

Resolutions adopted continued appropriations for support of the All-America Selections, and the National Garden Buro.

PRESIDENT (retiring) List Peppard, Kansas City, Mo., found 130 seedsmen in the assembly hall at the opening gavel. In his address he said:

Let's Work Together

We must realize that as business managers we are pitted against business managers in enemy countries. We must do a much better job on our side than they do on theirs. Many directions of effort will occur to all of you, but I am noting a few which seem of great importance:

1. We must cooperate with the war leadership of the country on the industrial and on the agricultural front.

2. We must encourage those in authority to count upon our zeal and our patriotism.

3. We must join with them whenever desired to formulate plans for seed production, distribution or use, and we must give to such cooperation our best thought, with the National war effort as a first consideration.

4. When plans for our activities are formulated or when objectives for our effort are made known, we must bend every energy toward their accomplishment.

This country wants an increase in soybean acreage on a scale never before known. The objective is a raw material of enormous value, and a supply of vegetable fats representing an essential element in the fighting blood-stream of the Nation. We must bend every effort to find, select and secure as adequate a supply of as good seed as is possible. We must make this seed available at a price as reasonable as is commensurate with the subsistence of a healthy enterprise. We must distribute accredited information concerning correct seeding practices, so as to obtain maximum results in the field.

We know the country wants an increase in 1942 of 25% at least, in the supply of legume seeds. When plans for the accomplishment of this goal are formulated we must whole-heartedly co-operate to bring about results. In this connection also, we can do much in the distribution to farmers of information and advice, on good planting practices. There will be other problems and objectives in agriculture.

As to the industrial front, already announced are shortages of rubber tires and of bagging material. As to tires, the industry I am sure will want to draw nothing from the common store that is not fully worth its price to the people, in agricultural war effort.

A more serious problem is that of bags. The industry recognizes that seed bags are not merely consumer packages, as is generally the case with bags. They are more truly seed storage bags. Burlap and cotton bags constitute the only safe way to store seeds. It is also the only way to store seeds in a manner that preserves identical lots and pedigrees, as is now required. Bulk handling of seed is impossible. There are, however, some types of seed which can probably be shipped out to customers in heavy paper bag containers, holding from a bushel to one hundred pounds.

The use by seedsmen of other materials and services will need to be examined conscientiously and practically, so as to make sure we do not put any unjustified burden upon the common resources.

Convention Speakers

JIM YOUNG, executive sec'y of the American Seed Trade Ass'n, reviewed current information on seedsmen's interests in bags, tires, and other issues from his Washington contacts.

O. N. LaFOLLETTE, seed inspector for the Iowa Department of Agriculture, reviewed development of soybean production in his state.

DR. A. H. PORTER, Iowa State College, urged seedsmen to help farmers test seed soy-

beans for germination, which he looked upon as necessary to fulfill the government demand for the greatly expanded soybean production.

At the ass'n's annual luncheon, several seedsmen were interviewed by Foster May of Station WOW, Omaha, for the benefit of this station's many listeners. The after-luncheon speaker was popular Cullen Wright.

The Cocktail Hour in the afternoon was followed by the annual banquet, which was generously entertained by accomplished pianists and singers from the Henry Field radio station staff.

Analysis of a Composite Sample Often Misleading

The common practice of seedsmen is to draw a sample of seed from every fifth bag, or sometimes even every bag, mix these into a composite sample, and tag the seeds in accordance with the analysis of this sample. We again call attention to the danger of relying on the test of a composite sample, when the seed has not been blended to secure uniformity of the lot. This is well illustrated by the following:

A seedsmen recently delivered to a Little Rock wholesaler a lot consisting of fifty bags of Korean lespedeza, tagged to show 272 bracted plantain per pound. Shortly after it arrived, one of the Board's inspectors sampled this lot, taking the samples from every fifth bag. Each of these ten samples, instead of being mixed into a composite, was tested separately for noxious weeds (the Packet Sample method). In this way one of the samples was found to contain 1890 bracted plantain per pound, altho the average of the ten samples was 234 bracted plantain per pound, slightly less than the amount shown on the seedsmen's tags.

In the meantime, the Little Rock wholesaler shipped fifteen bags of this fifty-bag lot to a merchant at Paris, Ark., leaving the original analysis tags on the bags. An inspector drew a composite sample from the Paris shipment, and the analysis of this showed 995 bracted plantain per pound, as against the 272 shown on the analysis tag. The Board considers such seed misbranded, regardless of the average analysis of the original lot, and in such cases will take action accordingly.

We suggest that seedsmen who do not blend their seed carefully to secure uniformity thruout

each lot should use the Packet Sample method in sampling and testing each lot of their seed. Use of this method will show whether or not the lot is uniform. If the seed is thus shown to be non-uniform, the seedsmen should either blend the lot and retest, or he should tag the lot in accordance with the noxious weed analysis of the worst sample.—Arkansas State Plant Board.

Illinois Hybrid Corn Performance

The Illinois acreage of hybrid corn continued its upward trend in 1941, when plantings were expanded 840,950 acres over 1940 even tho the total corn acreage was not materially changed. Despite a shortage of moisture in many localities the average yield was 52.5 bus. an acre, the highest ever recorded for Illinois and higher than that of any other state in 1941.

The 1941 increase brought the total plantings of hybrid corn in Illinois to 6,651,150 acres, or 87 per cent of the total corn acreage. This percentage was exceeded only by Iowa, where 95 per cent of the area planted to corn was planted with hybrid seed. Indiana ranked next to Illinois, with 80 per cent, followed by Ohio with 74 per cent. The country as a whole produced 87 million acres of corn in 1941, 37 per cent of which was planted with hybrid seed.

Three hundred forty-eight hybrids and 14 open-pollinated varieties were tested on twelve Illinois corn-performance test fields in 1941. Sixty-two companies and individuals, including the Illinois Agricultural Experiment Station, entered hybrid seed in the tests, and 13 individuals and the Experiment Station furnished the open-pollinated seed.

The average yield of corn on the twelve fields in the Illinois corn-performance tests in 1941 was 82.9 bus. an acre, which is the highest average ever recorded for the tests and 30.4 bushels an acre more than the estimated state average. During the eight years (1934-1941) over which these tests have been conducted, the average yields on the test fields have exceeded the average yields of the state by 111, 94, 79, 64, 47, 53, 64, and 58 per cent respectively.

The five best hybrids on all twelve fields yielded an average of 18.6 bus. sound corn an acre more than the open-pollinated varieties and 16.5 bus. more than the five poorest hybrids.

The progressive improvement of hybrids is further shown in the amount by which hybrids have exceeded open-pollinated varieties in average total yields—12.7 bus. more in the five-year summaries, 13.0 bus. in the four-year summaries, 13.1 bus. in the three-year summaries, and 14.2 bus. in the two-year summaries.—Bull. 482, Ill. Ag. Exp. Sta.

Seed Movement in February

Receipts and shipments of seeds at the various markets during February, 1942, compared with February, 1941, in bus., were:

		FLAXSEED			
		Receipts	Shipments		
		1942	1941	1942	1941
Chicago	97,000	125,000	103,000	69,000	
Duluth	3,290	159,394	248,565	920	
Ft. William	288,120	64,179	313,581	25,535	
Minneapolis	704,200	414,400	141,400	138,000	
Superior	3,563	46,510	284,395	.....
		KAFIR AND MILO			
Ft. Worth	334,500	60,000	238,500	54,000	
Hutchinson	117,000	37,500	.....	.....
Kansas City	127,400	176,400	168,000	85,200	
New Orleans	72,000	.....	1,500	.....
Omaha	6,000	.....	.....	.....
St. Joseph	4,500	.....	1,500	.....
St. Louis	23,800	32,200	16,800	1,400	
Ogden, Utah	4,000	.....	.....	.....
		CLOVER			
Chicago, lbs.	2,079,000	640,000	821,000	874,000	
Milwaukee, lbs.	30,000	230,000	682,875	70,279	
		TIMOTHY			
Chicago, lbs.	706,000	713,000	338,000	441,000	
Milwaukee, lbs.	240,000	143,000	244,760	98,053	
		CANE SEED			
Ft. Worth	94,500	10,500	7,500	3,000	
Hutchinson	4,500	
Kansas City	19,600	23,800	4,800	20,400	

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Grain Carriers

St. Louis, Mo.—Grain dealers from different markets met here at the Statler Hotel Mar. 7, to consider minimum weights and service order No. 68 of the Interstate Commerce Commission.

Grain and grain products were loaded into 37,351 cars during the week ended Feb. 28, an increase of 1,248 over the preceding week, and 3,293 above the corresponding week of 1941, reports the Ass'n of American Railroads.

Duluth, Minn.—F. S. Keiser, traffic commissioner for the Duluth Chamber of Commerce has requested leave of absence during the duration of the war to join the staff of Joseph B. Eastman, director of the office of defense transportation as a special consultant at Chicago, Ill.—F. G. C.

Chicago, Ill.—Grain shippers from different markets held a conference at the Union Station office building with the representatives of the railroads Mar. 3, but the railroads would not commit themselves to the 64,000 minimum on oats desired by the grain men as a modification of Service Order 68.

Washington, D. C.—The United States Supreme Court will review the railroad switching charge decision involving Duluth-Superior and the Twin Cities. Last year the Northern Pacific and Great Northern Railroads appealed from an Interstate Commerce Commission order requiring the railroads to absorb switching charges on grain and grain products here and St. Paul and Minneapolis.—F. S. C.

William G. Curren, former general manager of the New York Terminal Lines of the Baltimore and Ohio Railroad, has been named Associate Director, in charge of the eastern region, of the Office of Defense Transportation. James M. Baths, former general manager of the Minneapolis, Northfield & Southern Railroad, has been appointed Deputy Associate Director, in charge of the western region. Mr. Curren will maintain headquarters at New York City, and Mr. Baths will have headquarters at San Francisco.

Chicago, Ill.—Fifty-five vigilance committees set up by the Mid-West Shippers Advisory Board are functioning in this territory, and 45 more are being organized, to facilitate the prompt loading and unloading of cars in the interest of releasing railroad rolling stock for maximum use in meeting the transportation demands of the war effort. More than 250 other committees have been set up by other shippers advisory boards in other parts of the country for the same purpose. The Ass'n of American Railroads is cooperating by furnishing committees with weekly records of cars held under load more than 48 hours in their communities, so that suitable action may be taken against non-cooperators.

Toledo, O.—The Ohio Public Utilities Commission, on Feb. 20, refused the New York Central railroad authority to cancel joint rates for transportation of grain and grain products in the Toledo-Fostoria area to points on the Pennsylvania railroad, holding the move would increase existing rates. The Toledo Board of Trade had opposed such cancellation in a brief contending failure of the N. Y. C. and the Penna. lines to agree to a reasonable division of total earnings in the grain area would deprive Toledo and Fostoria areas of natural reasonable routes and prevent normal conduct of business. The Commission suspended cancellation of the joint rates until June 23, pending investigation and hearing.

To carry grain or oil, a tank ship has been built in the United States for the Argentine Navigation Co. Oil is to be carried south and grain north; the grain capacity is 12,500 tons and the oil capacity 15,500 tons. Fairbanks-Morse Engines of 2,100 h.p. drive the vessel, the Victoria, at 10 knots. The Butterworth system is used to clean the holds automatically.

With an increase of 103 million dollars in gross operating revenues from the heavier traffic of January, 1942, compared with the like month in 1941, the net railway operating income of the Class I Railroads of the United States increased by less than seven million dollars, according to figures on revenues and expenses announced today by the Bureau of Railway Economics of the Ass'n of American Railroads. The other 96 million dollars of increased revenues was absorbed by operating expenses which increased 29.7 per cent and taxes which increased 42.7 per cent.

"At the present time there is no need for imposing any general restrictions upon shippers in the routing of carload traffic, and there is no reason why shippers should not follow their usual practice in routing such traffic; avoiding, of course, routes that are unduly circuitous or otherwise clearly wasteful. In times when expedition in traffic movement is a matter of particular concern, shippers naturally tend to concentrate their traffic over the shortest and most geographically direct routes."—Joseph B. Eastman, Director of Defense Transportation.

Kansas City, Mo.—Examiner Burton Fuller's report to the Interstate Commerce Commission in Docket 28659, Board of Trade of Kansas City, v. A.T. & S.F. Ry. Co., proposes finding present combination rates unreasonable in the movement of grain and grain products on thru rates from Kansas to southern Missouri, to the extent they exceed reasonable combination rates composed of the present gathering rates to Kansas City, plus reasonable proportional rates beyond. The examiner added that present rates on like traffic, stopped at intermediate points, are unjustly discriminatory and unduly preferential to dealers, millers and manufacturers at such intermediate points. The suggested rates would place nearly all stations in Kansas on a combination basis.

Sidney, Neb.—The grain door factory of the Union Pacific is being moved to Sidney, from Cheyenne. Sixty men will be employed. Sidney is closer to the distribution points in Nebraska and Kansas.

Rail Rates Up

Freight rates on grain and grain by-products, and all other basic agricultural commodities will be increased 3% effective Mar. 18, in accordance with increases granted by the Interstate Commerce Commission the last of February. Rates on non-basic commodities like machinery, etc., go up 6% on the same date. The 6% increase applies also to switching and reconsignment charges.

The increase is the response of the I. C. C. to the demand of carriers for a 10% increase following granting of a plea of the railroad unions last December for sharp increases in wages.

The railroads have announced that on grain rates of 5c per cwt. and above, rates will break on the nearest $\frac{1}{2}$ c, eliminating fractions. This will give rates of 9c to 24c per cwt. an increase of $\frac{1}{2}$ c; 25c to 41c, a full 1c.

Transit Extension to Three Years

After the expiration of transit, which time limit now is two years, the local rate of freight must be paid. The Commodity Credit Corporation has much grain in store that likely will not be moved before the two years are up. Accordingly the railroads have been asked to extend transit to three years, and the carriers propose a charge of $1\frac{1}{2}$ c per 100 lbs. on freight bills so extended.

Trade associations desired the extension without any charge. The charge is to be assessed upon reshipment from the transit point.

The railroad companies have applied to the Interstate Commerce Commission to make the extension, and to have it effective on short notice.

The carriers in Western Trunk Line and Southwestern Freight Bureau territory have approved the modification of Item 20 A (Time limit) of tariff 331-H "B" to provide a further extension of one year on freight bills about to expire under the two year period but not to exceed 3 years from date of billing from point of origin. The extension is subject to a charge of $1\frac{1}{2}$ c cwt.



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Supply Trade

The Buro of Mines estimates the factory value of the 167,508,000 barrels of Portland Cement shipped from mills in 1941 at \$247,449,000.

Charges of price-fixing of insecticides and fungicides by the Agricultural Insecticide & Fungicide Ass'n of New York were heard Mar. 9 at New York by an examiner of the Federal Trade Commission.

The Supply Division, Corps of Engineers, reports the War Department, has purchased enough burlap and osnaburg to go eight times around the world, and will use it to make sand bags for defense. Additional millions of yards of the same material has been bought for camouflage purposes. The engineers hold virtually all available supplies.

Washington, D. C.—Priorities order M-84, restricting use of binder twine to agricultural products, has been amended by the War Production Board to permit delivery, during March and April, of binder twine made of agave fiber to factories having contracts for delivery of sand bags on defense orders. The twine will be used to sew up sand bags.

Beloit, Wis.—The works of Fairbanks, Morse & Co. are being enlarged with the intention of increasing the production of diesel engines and auxiliary equipment 600%. The company's net sales for 1941 were \$48,520,958, the largest in its history. Its 1941 taxes exclusive of sales taxes aggregated \$11.40 per share or more than double its 1940 tax.

Toledo, O.—Owens-Illinois Glass Co.'s Insulux division has experimented successfully to develop methods of installing glass block panels in existing window openings without the use of metals and priority materials. Worn-out metal sash frames are removed, masonry openings trimmed up, sills painted with asphalt emulsion, wood chases and expansion strips put in place, then the glass blocks laid up in mortar.

Washington, D. C.—The W. P. B., Division of Industry Operations, on Mar. 3 issued Supplementary Order No. M-15-b as amended, effective Mar. 1, increasing from 19 to 31 the number of groups permitted to use crude rubber. Group No. 1 is permitted to use 125% and includes belt splicing and repair material, concentrator belts, conveyor belts, elevator belts, industrial brake linings and clutch facings, screen diaphragms. Other allowances are 100% for pulley lagging, and V-belts; 80% for flat transmission belts, 140% for fire and mill hose.

Portland, Ore.—Protest against manufacture of burlap sandbags by W.P.A. sewing projects from burlap set aside by the government from importations of private bag manufacturers was made in a telegram sent the war production board and Oregon congressmen by the Ames, Harris Neville Co.; the Chase Bag Co. and the Noon Bag Co. The companies pointed out that they have ample capacity to produce sandbags, but that all suitable material is in the stockpile turned over to the government by manufacturers. "Due to shortage of burlap because of shipping difficulties out of Calcutta, bag manufacturers are facing a serious problem to provide work for employes and we earnestly implore that established bag manufacturers whose production will otherwise be impaired be permitted to make up sandbags or other bags for the government out of government stocks."—F.K.H.

Wheat ground by mills reporting to the Buro of the Census during the 7 months ending Dec. 31, amounted to 290,821,987 bus., against 283,766,564 bus. during the like period of the preceding crop year.

Dire Outlook for Burlap

Developments in the southwestern Pacific present a dire outlook for the receipt of burlap in this country. Altho more ships have been allocated to the Indian trade, one report has it that the burlap supplies in Calcutta are rapidly diminishing.

It is further stated that the ships released for this trade are destined to call only at Atlantic and Gulf Ports, and that each ship must also carry a considerable portion of other products.

Much of the burlap delivered and now on hand in this country must be used for government purposes, and the factories are reluctant to take on additional commitments.

A third amendment to the OPM Order M-47 (the original limitation order) has been made to make burlap bags available for wool, peanut seed and seed potatoes. This was to meet the demands for storage and shipment of these supplies which are now coming on to the market.—Don M. Gemberling, sec'y Pacific N-W Grain Dealers Ass'n.

The Millers' National Federation will hold its 40th annual convention in the Edgewater Beach Hotel, Chicago, Thursday and Friday, Apr. 30 and May 1.

Commitments of General Motors, Chrysler, and Ford show their factories are running on war orders at the rate of \$10,500,000,000 annually, or 250% over production in 1941.

Chile is the principal source of supply for sodium nitrate, a product in heavy demand by many important users, including the army. The supply available for agriculture will be limited, says U.S.D.A.

Government plans to increase the nation's planted soybean crop from 9,000,000 acres in 1941, to over 12,000,000 acres in 1942, it is thought, may be curtailed because processors do not have sufficient capacity to handle a crop of the size contemplated.

Quarantine regulations restricting movement of grain and other produce in the Whitman County, Wash., area have been removed. Farmers co-operated by destroying pear trees to prevent spread of the serious Pear Psylla to other fruit growing districts.

Before commercial damage from the corn borer becomes a broad threat in Illinois, says University of Illinois Circular 521, resistant hybrids should be available in sufficient quantity to give good protection where farmers will delay planting and practice clean farming.

Egyptian red squill, used in making rat and rodent killing baits that are not harmful to livestock, is on the list of short materials, a sufficient amount being available only for one year. Shortages are also felt in acetic acid, nitric acid and hydrochloric acid, and other intermediate agents which have been turned to war industries.

Screenings

Chicago, Ill.—The National Farm Chemurgic Council will hold its annual meeting here Mar. 25-27.

Dr. J. W. T. Duvel has retired from the staff of the Commodity Exchange Administration, terminating 36 years' service with the U.S.D.A.

Cash income received by wheat growers in 1941 was 64 per cent larger than in 1940 and was the largest since 1929, as the result of both large sales and advancing prices.

The Grain Products Industry Committee met Mar. 10, in the offices of the Wage and Hour Division, 1560 Broadway, New York, N. Y., to investigate and consider recommending a minimum wage for those handling and milling grain. Elevators not connected with flour mills are exempt.

The production of 105,992,210 barrels of wheat-flour in 1941 as compared with a production of 102,994,400 barrels in 1940, an increase of 2.9 per cent, was reported by mills which normally manufacture 5,000 or more barrels of flour annually, as shown by the Calendar Year Summary on Wheat Ground and Wheat-Milling Products, 1941, by Bureau of the Census. Wheat ground in 1941 was 482,339,240 bus., against 468,706,417 bus. in 1940.

Canada is doubling its acreage of soybeans this year, devoting more than 20,000 acres to the crop in Ontario, Alberta and British Columbia to produce 30,000,000 lbs. of soybeans for processing. Pagoda and Kabott varieties, both yellow beans, are planted in the western provinces. A processing plant at Vancouver, designed to produce 80,000,000 lbs. of oil annually from copra, is turning to soybeans and sunflower seed since war in the Pacific has cut off supplies of copra.

Eleven domestic refiners processed 10,118,000 bus. of corn in January, compared with 7,250,000 bus. in the same month a year ago. This is at the rate of 121,000,000 bus. annually, compared with an annual rate of 88,000,000 bus. in January, 1941. Corn processors are reported to be working at capacity, yet unable to supply the demand for corn sugar, the greatest volume of which is used in the rayon industry, now running at top speed to provide material for parachute cloth, and filler for woolen fabrics.

Efforts of W. H. Burke, Kansas Internal Revenue Collector, to classify wheat penalty payments as not deductible from income tax returns, met with a flood of protests. Senator Arthur Capper, and Congressman Frank Carlson immediately went to bat for the disgruntled farmers who faced prospect of paying taxes on money they did not receive. Result: Burke was overruled, and deduction of the 49c penalty allowed on the grounds that it constituted "ordinary and necessary expense of doing business."

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Feedstuffs

Peanut cake and meal production in January was 3,436 tons, compared with 17,197 tons in January, 1941. Disappearance was 6,664 tons in the same month; stocks in mills at the end of the month, 7,171 tons, the lightest for any month in more than a year.

New York, N. Y.—Dr. Hugh H. Darby, for 7 years with the College of Physicians and Surgeons as research associate, has joined the staff of the Borden Vitamin Co. for research and development in the production and application of vitamins and hormones. The Borden Company has two plants on the Pacific Coast producing fish liver oil and fish meal for animal feeding, and introduced vitamin-fortified supplements for poultry feed.

Both the General Preference Order M-71 as amended and Priorities Regulation No. 1 prohibit the conversion of any raw materials into finished products at a rate which would produce greater than a "minimum working inventory" of such finished product. Therefore, any feed manufacturer who wants to convert what high potency A oils he has in stock into finished feed can do so up to and including April 9, provided he does not pile up finished feed to an extent which exceeds "a minimum working inventory."

Vitamin A is required by all farm animals. Vitamin A exercises its chief function in maintaining the integrity of the epithelial tissues and acting as a constituent of visual purple in the retina of the eye, which is necessary for sight. Animals show growth failures and general unthriftiness on a vitamin A low ration. Moore has reported that calves develop a blindness which is associated with a constriction of the optic nerve when fed a low vitamin A ration while mature cows do not develop this type of blindness but develop nyctalopia.—Dr. Louis L. Rusoff, Florida Agr. Exp. Sta.

Livestock feeding specialists point out that alfalfa leaf meal is the chief farm grown source of vitamin A, aside from yellow corn, but that there was not enough alfalfa of high vitamin A potency made into meal last year to meet present feed requirements now that restrictions have been placed on fish and fish liver oils. They point out that the present shortage, which is likely to continue until a part of this year's alfalfa crop can be harvested and made into meal, can be offset by manufacturers if they make vitamin A supplies on hand go as far as possible by using only as much in their feeds as is needed for good nutrition.

Yeast from Whey

The Swedish Chemical Journal reports an investigation by L. Enebo and others on the production of yeast as a feedingstuff.

The technical difficulties involved in the use of whey as a culture medium for yeast are discussed and experiments are described. From these it appears that whey can be used for the growth of certain *Torula* yeasts, *e. g.*, *Torulopsis* and *candida* and *T. lactosa*, which can metabolize lactose, and that the yield is about 50 g. dry matter per 100 g. lactose used.

This is comparable with the yield of press yeast (*Saccharomyces cerevisiae*) and of *T. utilis*, cultured by the usual methods, but the rate of growth is less. The nitrogen content of the yeast was low, giving only 20.8 g. protein per 100 g. sugar used, in comparison with a yield of 27 g. from *T. utilis* on glucose. The reason is not known.

Digestibility of Meal Wastes

The digestibility of the various constituents (protein, fat, etc.) of the different materials was determined by difference between amount in the feed and the feces, in experiments conducted by W. Lenkeit and others as reported in the *Zeitung für Tierernährung*.

The oat-hull bran was utilized best by the sheep, 64.89% of the organic substance being digested as compared with 58.31% by the swine and 52.39% by the dogs. The oat hulls, tested only with sheep, was 31.83% digestible. Wheat-germ bran also showed greatest utilization by the sheep, being 93.98% digestible in contrast to 89.48% and 74.79% by the swine and dogs, respectively.

There was increased nitrogen excretion by the swine and dogs fed the oat-hull bran and by the sheep fed the oat hulls and oat-hull meal. The base or NH_3 excretion in the urine by the sheep and swine was less when they were fed the oat-hull bran and less by the swine and dogs when they were given the wheat germ. The latter feed caused increased NH_3 excretion by the sheep.

Progress in Feed Industry

By H. L. McGEORGE before Southern Agricultural Workers at Memphis, Tenn.

Under the pressure of the exacting market requirements of buyers the processing of various by-products has been studied from the standpoint of feeding results.

Today soybean oil meal is enhanced in feeding value by carefully controlled processes developed with the ultimate animal or fowl consumer in mind. Under the same influence, alfalfa meal is evaluated on the basis of its carotene as well as its protein and fiber content. Fish liver oils and other vitamin concentrates have come to be standardized according to their ability to protect baby chicks against deficiency of their vitamins and these standards are expressed in terms of chick units. New criteria are being developed for evaluating meat and fish products that are far in advance of official definitions.

Devices for collecting gases evolved in decomposition, bacteria with selective requirements for growth, fermentation tests and other adaptations from the chemical, physical and biological laboratories are being employed in an effort to get the most feeding value for each dollar spent for ingredients.

In fact, the progressive feed manufacturer is meeting standards far ahead of those imposed by regulatory officials and is actually taking the lead toward more accurate definitions and more strict regulations. He appreciates a well informed and discriminating buyer of his products, so he conducts sincere and far-reaching campaigns to teach poultrymen the facts about feeding and to challenge them to try his products against their enlightened judgment of results to be expected of the best. Often-times he demands the imposition of new regulations to protect him against less scrupulous or less capable competitors.

His success is not predicated upon the hoarding of information, formulae and trade secrets from his customers and competitors, but rather upon working eternally for the improvement of his ingredients, processes, controls and finished products. It is, therefore, to his selfish interest that he keep up to the minute with poultry research and that he strive constantly to make a real contribution to better poultry feeding.

Meeting of Pacific N-W Feed Dealers

More than 200 feed dealers attended the annual convention of the Pacific Northwest Feed Ass'n at the New Washington Hotel, Seattle, Wash., Feb. 23.

On the evening before the convention open house was held in the Holland Tavern of the Hotel, where members of the reception committee gave visitors a hearty welcome.

During the forenoon professors from the state college staff at Pullman and Puyallup made five talks on poultry topics.

Pres. C. O. Lande called the convention to order at 1:35 p. m., and after a prize drawing delivered his annual address.

PRES. LANDE gave a brief report of the work of the Association during the past year, including legislative, wage and hour law, priorities, and anticipation of further restrictions in the future. He also gave history of the industrial insurance bill and the fact that it will come up again in November, and if passed will mean that higher insurance premiums will have to be paid.

Dealers were warned to conserve their trucks and tires all possible, and that they should keep in touch with their rationing boards, and make as favorable reports as possible, and keep abreast generally with the war-time program.

Said President Lande: "Remember your Board has full authority, even tho at present grain delivery trucks have no restrictions.

Shortly the executive board of the Association will further consider raising of a special fund for legislative needs. It will doubtless be necessary to raise a larger fund than at the previous Legislature, but with the increased membership in the Association, this will mean but a small amount for each one.

It was shown that there is even a greater need for a live and aggressive Association than ever, and ours is in good financial condition.

DAN HOGAN, pres. of the Oregon Feed & Seed Dealers Ass'n, presented greetings from Oregon.

M. RHIAN spoke on "Fish Meal Concentrates." His talk appears elsewhere.

O. J. HILL spoke on "The Why and How of Grain Feeding," and declared that there is still great opportunity to get better returns thru stocking larger amounts of products, and asked dealers to co-operate with Government program by in turn urging growers and farmers to increase production of all grains.

A new feeding guide is now being prepared by the Pullman experiment station, which will shortly be ready for distribution to grain and feed dealers.

Dr. Hill urged that all use a tried system plus plenty of common sense, and that all available helps be used, not just laid away on a shelf.

He discussed finely ground feeds, and stated there was no advantage to be gained in fine grinding, and emphatically stated DON'T GRIND FINE; coarse has been found to be much better, on large volume of wheat especially.

EARL C. COREY, regional director of the C.C.C., explained the C.C.C. feed wheat sales program.

GOV. ARTHUR LANGLIE outlined the war situation as related to the Pacific Coast states.

Feedstuffs Movement in February

Receipts and shipments of feedstuffs at the various markets during February, compared with February, 1941, in tons, were:

	Receipts		Shipments	
	1942	1941	1942	1941
Baltimore	3,654	2,312	.....	.....
Boston .....	.....	841	.....	.....
Chicago	17,083	13,906	48,903	40,222
Kansas City	8,650	9,160	19,275	23,125
Milwaukee	120	40	10,020	11,230
Minneapolis .....	.....	.....	37,375	24,875
Peoria	10,940	12,280	13,000	15,920
Wichita .....	.....	.....	7,538	.....

CLYDE ROSE, manager of the Federated Industries of Washington, delivered an address on "Business and Government."

A. B. ROBERTSON, vice pres. of the Production Credit Corporation, Spokane, Wash., told of the latest plans to meet the financial needs of poultrymen and dairymen desiring to expand to meet war demands.

Officers elected were: Lorin Markham, Yakima, Wash., pres.; Barney Rindal, Poulso, Wash., vice-pres., and Arthur Nelson, Renton,

Wash., sec'y-treas. John Wilson, Seattle, was re-elected manager.

Hay Movement in February

Receipts and shipments of hay at the various markets during February compared with February, 1941, in tons, were:

	Receipts		Shipments	
	1942	1941	1942	1941
Boston	275	360	.....	.....
Chicago	3,953	1,888	1,341	398
Fort Worth	55	11	.....	.....
Kansas City	3,348	1,944	1,242	612
St. Louis	216	48	192	132
Seattle	418	308	.....	.....

Tough Competition in Sight

Gradon Swanson, sec'y of the Western Grain & Feed Ass'n, reports that some of the large feed manufacturers have been approached on the subject of supplying the garage people and the tire people with complete stocks of feeds in order to hold their organizations together until such time as cars and tires are again released for sale.

Duke Swanson says: "A large, closer knit organization is necessary to cope with this problem as it might have a very demoralizing effect upon our business generally.

"General Motors has already negotiated a contract with a large supplier of feeds and ingredients whereby stocks are being made available to General Motors dealers all over the country. This is a problem for the feed retailer, manufacturer, jobber, and allied industries."

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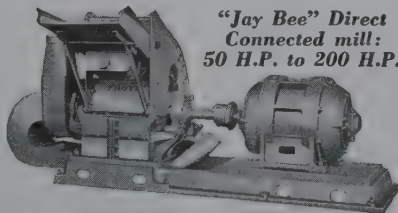
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"THE Agricultural Situation,"

published by the U.S.D.A., Jan. 1942 issue says: "Entry of the U.S. into World War II puts new responsibilities on American Agriculture. Food becomes a major need for victory. Supplies of feed grains are the largest in 20 years, but the number of feed-consuming animals is also of near-record proportions. To produce the increased quantities of meats, milk, eggs, and other livestock products sought in 1942 will require the consumption not only of all feed grain produced in 1941, but also of some stocks from the ever-normal granary as well. Stocks in the ever-normal granary constitute a strong bulwark of defense—and victory."

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J. B. Sedberry Co., 2608 So. Wells St., Chicago, Ill.—A. E. Thompson Co., 718 Washington Ave. N., Minneapolis, Minn.—T. C. Holland, 474 Fairfax Road, Drexel Hill, Pa.—Jay Bee of Texas, 705 Ross Ave., Dallas, Texas—Jay Bee Sales Co., 395 Broadway, New York—Jackson, Tenn.—Moultrie, Ga.—P. O. Box 853, Winston-Salem, N. C.—436 Starks Bldg., Louisville, Kentucky—The Lamiell Co., Greenwich, Ohio. O. D. Padgett, Sandersville, Ga.

Poultry Feeds and Feeding

The Feed-egg ratio at the present time, tho less favorable than it was a few months ago, is more favorable than a year ago or than average.

When a coarser mash was fed to White Leghorns over a 5-year period, egg production was higher and mortality was lower than when finely ground mashes were employed.—Utah Exp. Sta.

Feeding on fleshing mash or heavy grain rations produced no differences in Rhode Island Reds and White Leghorns in the number and weight of eggs produced, weight of birds, feed requirement per dozen eggs, or mortality.—N. Dak. Exp. Sta.

Revised estimates indicate that the number of potential layers was 12 per cent larger on Jan. 1 than on Jan. 1, 1941. The total egg output in January was 17 per cent larger than a year earlier, and output will increase seasonally until April at a level much higher than a year earlier.

In January about 47 million baby chicks were hatched by commercial hatcheries, 14 per cent more than in January last year and by far the largest on record for the month. This indicates that the production of commercial broilers is continuing the largest on record, since relatively few chicks are hatched for pullet production before late February.—U. S. D. A.

Fishmeal Concentrates

By MORRIS RHIAN, assistant chemist, Division of Chemistry, Agricultural Experiment Station, Pullman, Wash., before Pacific N.-W. Feed Ass'n

The recent increased demand for poultry and other animal products has necessarily increased the need for protein concentrates to be used in animal feeding. Along with increased demands for concentrates there is a decreased supply of the more commonly used concentrates such as fishmeals. The almost total lack of import supplies places an increased burden on our domestic sources of supply.

A readily available source of large supplies of fishmeal may be found in the increased activity in fishing for sources of vitamin containing liver oils. At the present time the greatest increased activity in supplying vitamin A containing oils is in the soupfin shark and dogfish fisheries. While the activity in these fisheries extends along the entire Pacific coast, the landings at Seattle may be used to illustrate the size of the supplies available. For the first eleven months of 1941 landings of soupfin shark livers at Seattle totaled 60,000 lbs. Since about 10% of the soupfin shark's total weight is liver, this means that 600,000 pounds of soupfin sharks were caught. Practically all of the carcass of these fish was thrown away as soon as caught.

To the end of November 2,000,000 pounds of dogfish liver were landed in Seattle during 1941, as compared to 319,850 pounds during the entire year of 1940. This means that at least 10,000 tons of dogfish were caught. Only a very small portion of the carcasses of these fish were landed.

From these two fisheries there is a possibility of producing at least 2,600 tons of fishmeal a year in Washington, and similar or slightly lesser amounts in the other Pacific coast areas.

The literature on the feeding value of meals prepared from dogfish and other sharks is very limited and indefinite. The flesh of such fish is criticised because of its urea content, but reports in the literature are widely varying on this point. Reports can be found showing the urea content of sharks to vary from 0.5 to 0.6% in dogfish up to 4% in other sharks. The total nitrogen in such fish is equal to 70 to 75% protein calculated as N x 6.25. Even when as much as 4% to the N in sharks is in the form of urea, the remaining N x 6.25 is equal to approx-

imately 55% protein. It is doubtful if even this much urea is harmful when included in the diet of poultry and for other animals it is certainly not harmful, and may even be utilized.

Preliminary experiments by the Divisions of Chemistry and Poultry Husbandry have shown that a sample of commercial dogfish meal contained approximately 1.5% urea N and 65% protein calculated from the remaining N x 6.25. An experimentally prepared sample of a similar meal containing 67.3% protein (N x 6.25) had a gross protein feeding value of 86 as compared to casein given a value of 100, in the method used at this station.—F. K. H.

Concentrate Feeding for Laying Flocks

By C. W. CARRICK, Purdue University

During the last few years poultry keepers have fed a large amount of "concentrate" with farm grains in various ways. These concentrates, also called "supplements" and "balancers," are usually referred to as 26, 32, or 37 per cent, the figure indicating the percentage of protein which the concentrate contains. These concentrates usually contain little or no ground grains or grain by-products since they are or should be designed primarily to supply the nutritional factors not liberally supplied by farm grains.

When intelligently compounded and properly fed the concentrates have usually proved quite practical, since they enable the farmer to utilize his farm feeds at farm prices rather than paying preparation and distribution costs on nutrients which he already has available at a lower cost.

Concentrates should, however, involve more than just so much protein. The quality of the proteins is of prime importance, since the concentrate is often fed with corn only or with corn and oats. Neither of these grains have high quality protein, because of their limited quantity of certain essential amino acids. In ordinary feeding practice the proteins from grains and grain by-products usually form from one-third to nearly two-thirds of the total protein in laying rations. Hence the necessity for high quality proteins in the concentrate that is to be fed with these grains to form the final ration. By "ration" we mean, the entire intake of feed—not just the mash, when grains are fed whole.

The quantity of protein in a concentrate will determine the amount of grain that can be fed with it, in order to meet minimum standards. Laying rations should have 15 or 16 per cent of protein, according to present acceptable standards.

Perhaps breaking down a formula into its components will make the problems of feeding a concentrate more clear. Let us assume the following formula:

Grain—	lbs.
Whole yellow corn	50
Mash—	
Ground yellow corn	25
Meat and bone scraps	7.5
Dried skim milk	2.5
Soybean oil meal	6.0
Alfalfa leaf meal	5.0
Steamed bone meal	1.5
Ground limestone (95% CaCO ₃)	1.0
Salt and manganese sulphate .....	.5
Cod liver oil (85-D)	1.0
	100

If the ration is fed, 50 grain to 50 mash it will contain about 15.3 per cent protein, 0.87 phosphorus, 1700 units of vitamin A, 85 units of D, 268 units of riboflavin. All of these quantities meet or exceed the usually recommended minimum requirements for confined layers, and when oyster shell and water are provided all known needs appear to be supplied.

In the "mash" the 25 pounds of all ingredients

other than the corn may be regarded as a concentrate and would contain about 32.6 per cent protein, 2.63 of phosphorus, 4824 units of vitamin A, 340 units of vitamin D, and 772 units of riboflavin. Except for vitamin A, all of the quantities of the other factors are necessary to provide them adequately when 100 pounds of concentrate is fed with 300 pounds

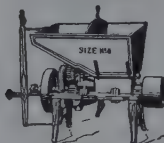
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of yellow corn. Vitamin A is excessive because it is present in relatively large amounts in alfalfa and fish oil, both of which are fed for other factors as well.

Poultry Research at University of California

During the past year the Poultry Division has been concerned both with fundamental and practical problems. The need for a clear understanding of the minimum requirements of poultry for production and of the most efficient ways to meet them is of paramount importance, particularly under wartime conditions. Hence the basic requirements of the bird, the conditions necessary for supplying the market with superior eggs and meat, as well as the ability of feedstuffs, breeding procedures, and management practices to provide the best returns in yield and quality of product have been studied.

PEROSIS.—Last year the identification of choline as an organic substance aiding in the prevention of perosis or slipped-tendon was reported. At that time there was evidence that another organic factor might also be involved in the prevention of this deformity. This factor has now been identified as biotin. Apparently manganese, choline and biotin, as well as proper calcium and phosphorus level of the diet, are all important in the prevention of perosis.

PANTOTHENIC ACID.—Assays of feedstuffs for their pantothenic acid (filtrate factor) content have been in progress for several years. The importance of some poultry feeds on basis of their content of this vitamin can now be summarized:

Excellent sources (more than 28 micrograms per gram, dried basis): brewer's dried yeast, liver, egg yolk, cane molasses, peanut meal, whey, buttermilk, skim milk, and kale.

Good sources (14-28 micrograms per gram): potatoes, alfalfa, wheat bran, rice bran, and soybean meal.

Moderate sources (10-14 micrograms per gram): carrots, rolled oats, wheat, wheat middlings, and barley.

Relatively poor sources: milo, corn, wheat germ, sesame meal, polished rice, linseed meal, lawn clippings, fishmeal and meat scrap.

BIOTIN DEFICIENCY IN CHICKS.—Chicks fed a heated diet develop a dermatitis, similar in many respects to the dermatitis in chicks deficient in pantothenic acid. The dermatitis appears even though the chicks are fed adequate pantothenic acid. Other laboratories have reported a similar dermatitis could be cured with biotin. This was fully confirmed in our studies.

GIZZARD EROSIONS.—Liquid milk products, such as whole milk, skim milk, whey, and semi-solid buttermilk which have not been subjected to heating while in a dry state, are effective in the prevention of gizzard erosions when given in place of drinking water. In these tests the milk products were diluted, when necessary, to the original solids content before feeding. Commercially dried milk products appear to have lost such anti-erosion activity. Liquid milk products also promote the formation of bile in the chick, which is probably the basis for the anti-erosion activity, previously shown to be related to biliary function in the chick.

AMINO ACIDS.—Continued studies on the amino acid requirements of chicks have shown that the chick must have, for a maximum rate of growth, about 0.5% tryptophane, 0.9% lysine, 1.0% arginine, 1.0% glycine, and 0.75% methionine in the diet. These are relatively high requirements and are of greater importance than hitherto assumed. An essential function of glycine and arginine in the chick is in the synthesis of muscle creatine, a substance concerned with vigor and energy metabolism in the bird. These studies are of importance in determining the quality of specific protein con-

centrates and in securing suitable substitutes for those limited in supply or by price considerations.

By-Product Poultry Feeds

Reports on the usefulness of nine by-product feeds in poultry feeding have been released by Dr. H. J. Almquist associate professor of poultry husbandry in the University of California college of agriculture.

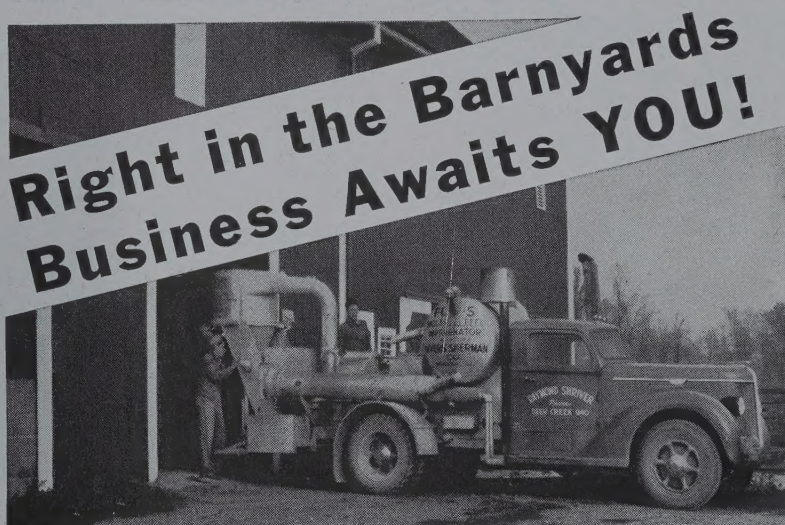
He reported that soybean meal can be used to replace 7.5 per cent of sardine meal in the usual chick rearing ration containing 18 to 20 per cent crude protein. If efficiency or rate of gain are not major objectives, he added, 10 per cent soybean meal can be used. Soybean meal protein, he said, is not as nutritious as that of sardine meal but equal to or better than meat scraps.

One sample of sunflower seed proved fully equal to soybean meal. Two samples of peanut meal were definitely inferior.

Tuna fish meals were found to be somewhat inferior to sardine meals as a source of protein but distinctly better than meat scraps. Samples of shark meal gave only mediocre to fair results. The use of shark meal in place of sardine meal lowered the efficiency of gain by as much as 33 per cent in some trials.

Pigeon peas and cull lima beans proved satisfactory when used at levels of up to 10 per cent of the ration. Carrot meal made from the whole carrots or from the roots alone proved equal to whole grains when used as 5 per cent of the ration. Kelp meal reduced the efficiency of gain in three trials, altho it caused no other adverse effect.

Typical farm implement dealers are exempt from the provisions of the wage-hour law, according to an interpretation issued by Thomas W. Holland, administrator of the wage-hour division. He classifies normal sales as "retail."



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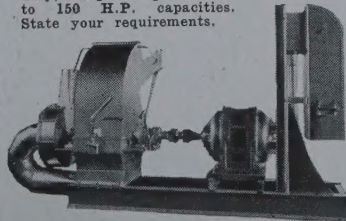
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B Vitamins Not Needed by Cattle and Sheep

By Dr. P. B. PEARSON, of Texas A. & M. College, before Texas Feed Mfrs. Ass'n

Until very recently little attention has been given to the role of the various members of the vitamin B-complex in the nutrition of cattle and sheep. It is certainly important to know which vitamins need to be furnished in the rations of these animals. During the past decade considerable has been written about the necessity of providing our farm animals with feeds that supply adequate amounts of carotene or pro-vitamin A. It would seem to be of economic importance to know whether or not other vitamins that are lacking in some of our common feeds are required by cattle and sheep.

The vitamin B-complex comprises a rather large family of vitamins. At least five members of this family of vitamins have now been identified chemically and are available in pure form. The better known members of the vitamin B-complex are B₁, or thiamin, riboflavin, nicotinic acid, pantothenic acid and pyridoxine. It has now been demonstrated that all of these vitamins must be provided in the rations of pigs and all of them except nicotinic acid are required by poultry.

During the past three years investigations have been conducted by four different institutions to determine whether or not the various vitamins of the B-complex are necessary for cattle and sheep. Since ruminants have a different type of digestive system than other classes of farm animals there was some basis for suspecting that the requirements of cattle and sheep for members of the vitamin B-complex might differ from those of other species.

This problem has been studied by the department of animal husbandry and the division of veterinary science of the Texas Agricultural Experiment Station, the University of California, University of Wisconsin and the Ohio Agricultural Experiment Station. The problem has been approached from different angles by these institutions, but in general the same results have been obtained.

In studying the question of whether or not cattle and sheep require the various members of the vitamin B-complex three different types of experiments were conducted. First young animals were fed a ration which was known to contain only negligible amounts of the particular vitamin or vitamins being studied. The growth of the lambs and calves on this ration was then compared with the growth of comparable animals on a well balanced ration. A second method has been the use of a rumen fistula. This is an opening that is made directly into the rumen or large stomach. After the animal has recovered from this operation one can then reach into the rumen and obtain the ingested feed at various periods after it has been consumed. The rumen contents are then assayed for the vitamins either by chemical or biological methods. A third method that has been used is to collect the urine and determine the amount of the various vitamins that it contains. Provided the urine contains liberal amounts of a vitamin it indicates that this vitamin is being manufactured in the animal's body. Likewise, if the rumen contents are found to contain substantially more of the vitamin than was present in the feed it indicates that the vitamin is being manufactured in the rumen.

Weanling lambs were fed a ration which contained only minor amounts of the various members of the vitamin B-complex, especially of nicotinic acid, riboflavin and pantothenic acid. Such a ration with the undigestible cellulose or fiber omitted is entirely inadequate for pigs, chickens or dogs. However, when the lambs were fed this ration they made an average daily gain of 0.28 pounds over a 90-day feeding period. In fact the gains were no better when dry yeast, which is a rich source of nearly all

members of the vitamin B-complex, was included in the ration.

Studies made on the feed taken from the rumen after the sheep were killed furnished further evidence that the B vitamins are not necessary for this species. In the case of cattle the ingested feed was removed from the large stomach thru the rumen fistula several hours after the animal had been fed. The feed thus obtained from the rumen of cattle and sheep was assayed for its content of the various B vitamins. The results of these assays showed that on a dry basis the rumen contents contained about ten times more thiamin or B₁ than did the ration. For the other vitamins the increases were riboflavin 44, nicotinic acid 5, pantothenic acid 16, and pyridoxine 7 times that of the feed that was consumed. In the case of cows producing milk it was found that the milk contained liberal amounts of some of the vitamins that were lacking in the feed.

Vitamin K, which is necessary for the clotting of blood, and biotin or vitamin H, which is necessary for chickens, are also manufactured in the body of sheep and cattle.

The B vitamins are required by ruminants, but the important point is that nature has made provisions for the manufacture of these vitamins in the animal's body. Thus we may say that the various members of the vitamin B-complex are not dietary essentials for ruminants and, consequently, they do not need to be supplied in the rations for cattle and sheep.

Canada's House of Commons has reduced appropriations for prairie farm assistance and rehabilitation for 1942-43. The allowance in 1941-42 was \$35,000,000; for 1942-43, \$5,225,000.

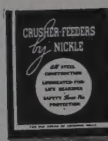
Effect of War on the Feed Business

Word has just reached us of an interesting meeting on the subject of the effect of war emergencies in the animal and poultry feed business. The meeting was held at the call of Dr. Stanley Laybourne, Director of the Division of Plant Industry of the Department of Agriculture of the State of Ohio. The place of the meeting was the fine new Laboratory and Office Building of the Division on Fourth Street in Columbus, O.

The meeting was well attended by representative men of the State. Among those present were Dr. T. S. Sutton, Dr. A. R. Winter and Dr. C. F. Monroe of Ohio State University; R. M. Bethke, Ohio Agricultural Experiment Station, Wooster; H. E. Frederick, Vice-President, Ohio Grain, Mill & Feed Dealers Ass'n, Scotts Mills, Marysville; L. G. Bradstock, President, Ohio Grain, Mill & Feed Dealers Ass'n, Farmers Grain & Milling Co., Wellington; Robert Kemper, American Feed Manufacturers Ass'n, Early & Daniel Co., Cincinnati; Charles S. Latchaw, Sec'y-Treas., Ohio Farmers Grain Dealers Ass'n, Fostoria; Alfred P. Eier, Pres., Ohio Farmers Grain Dealers Ass'n, Nevada; C. C. Craig, Ohio Equity Exchange, Lima; Messrs. Locey, Gross and Wilson of Ohio Farm Bureau, Columbus; Ray Kelsey, Ohio Farmer, Cleveland, Ohio; Paul Gerlaugh, Chief, Dept. Animal Industry, Ohio Agricultural Experiment Station, Wooster; Harry Lee, Manager, Ohio Farmers Grain and Supply Co., Fostoria, and Don Merrick, Pres., Ohio Alfalfa Dehydrators, Central Mills, Dunbridge.



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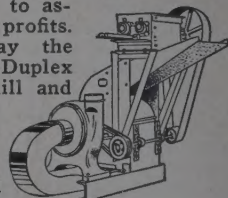
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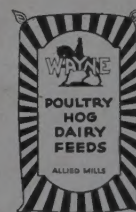
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Small Elevator for Custom Feed Trade

Substantially built of 2x6 and 2x4 cribbing the new elevator and warehouse of the Farmers Elevator Co., at Mayville, Wis., has been designed and equipped to serve the trade with custom grinding, feed mixing and grain cleaning.

The several bins used for storage and processing have a capacity for 15,000 bus. A full basement is provided under the building, which stands on a slab-type foundation. The whole structure is covered with galvanized iron.

On the cross work floor a disc grain separator is connected to bins over head and fitted with sub pits. Also on this floor are a 1-ton Strong-Scott Mixer, and Strong-Scott Attrition Mill with two 30-h.p. motors, pneumatic system, which serves feed to the processing bins, from which in turn the feed is delivered to sacks and to the customers in the driveway. In the basement is a Nickels Cob Crusher.

A special loading dock has been provided where grain is received for storage and grinding and cleaning thru a combination of pits. A large warehouse with loading platform is connected with the elevator. The company operates also a lumber yard and implement business.

Mayville is a good sized town in Dodge County about 54 miles northwest of Milwaukee on the C., M., St. P. & P. R. R.

This plant was designed and erected by the T. E. Ibberson Company.

Adjusting Feed Futures to Heavier Car Loading

Merchants using the millfeed futures markets of Kansas City and St. Louis are considering a change in the unit of trade from 100 tons to 90 tons.

Under the new order of the Interstate Commerce Commission shippers must load large cars to capacity or be penalized.

The unit on job lots would be changed from 25 tons to 30 tons.

Farmers Feeding Liberally

Milk cows in all parts of the country were being supplied liberally with grain and concentrated feedstuffs on Feb. 1 this year. The quantity fed per cow, averaging 5.38 pounds for the United States as a whole, was the highest reported by crop correspondents in an 11-year record dating back through 1932 and was about 16 per cent above the February 1 average during the 1936-40 period.

The heavy rate of feeding this year appears to reflect the unusually good prices to farmers for dairy products and the relatively abundant supplies of feed grains on farms. Although the mid-January price ratios between butterfat and feed grains or between milk and by-product feeds were somewhat below average, the price relationships were such that the margin between the value of a given unit of these dairy products and the value of the feed usually given milk cows to produce that amount was among the highest for the date in recent years.—U. S. D. A.

Dry Yeast as Feed

The production of yeast as a source of protein has been begun in Sweden, with sulphite lye as substrate, according to J. Axelsson in the *Royal Agricultural Academy Journal*.

The method of Fink et al (Biochem. Ztschr., 1935, 278, 23) is used. With wood sugar solutions as substrate, *Torula utilis*, the yeast commonly used, gives a yield of 360 g. fodder yeast dry matter for an initial inoculation of 31 g. yeast dry matter.

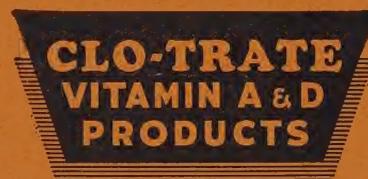
Brewer's and wood sugar yeasts contain, on the dry matter, 91 to 92 per cent organic substance, 52 to 60 per cent crude protein and 8 to 9 per cent ash. Yeast grown on sulphite lye, in 1 experiment, contained only 86 to 87 per cent organic matter and 46 per cent crude protein but 13.5 per cent ash.

From 75 to 85 per cent of the crude protein is true protein and most of the remainder is amino-acids. Fat is usually less than 2 per cent in fodder yeast. It is, therefore, not important from the energy point of view but, when irra-

diated, yeast becomes a valuable source of vitamin D.

The carbohydrates are chiefly glycogen and hemicellulose and are, therefore, easily digested. There is little or no fibre. The ash consists largely of phosphorus and potassium; calcium and manganese are present only in small amounts. Brewer's yeast is rich in vitamin B₁, but wood sugar yeast contains much less. The yeasts appear to be about equally rich in other factors of the Vitamin B complex.

The digestibility of brewer's yeast is high, about 90 per cent except for fat. That of sulphite yeast, in 2 experiments, was less; for ruminants, the coefficients were organic substance 63, crude protein 85 and nitrogen-free extractives only 34 per cent, while for pigs they were 65, 78 and 58 in the same order. The nutritive value of sulphite lye yeast is, therefore, less than that of brewer's yeast, but it is still a valuable fodder and can be used in the same way as brewer's yeast.



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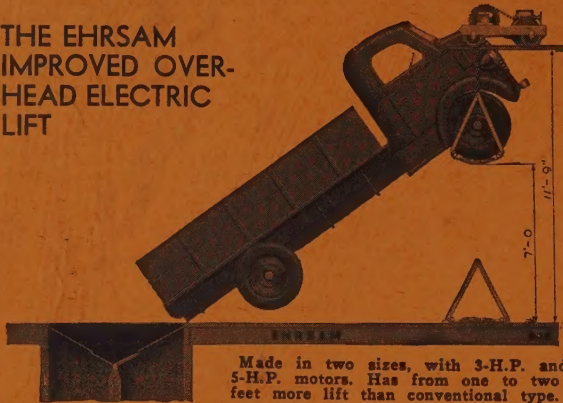
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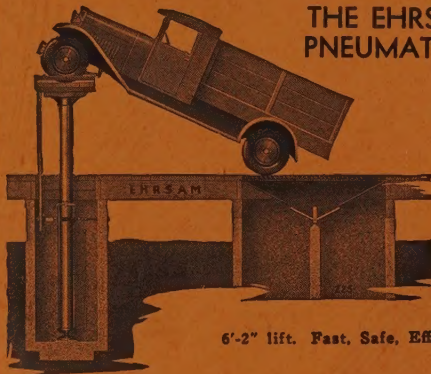
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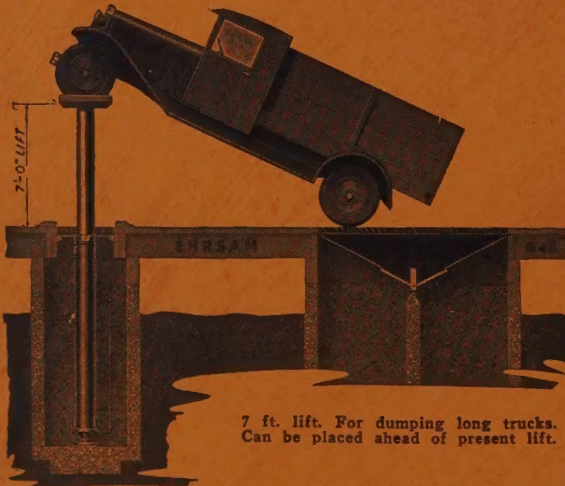
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